

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

LIBRARY
RECEIVED
FEB 18 1916
U. S. Department of Agriculture

"GENERAL PUBLICITY AND THE GRAIN DEALER" IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY Mitchell Brothers Publishing Co. { VOL. XXXIV. CHICAGO, ILLINOIS, FEBRUARY 15, 1916. No. 8. } One Dollar Per Annum. SINGLE COPIES, TEN CENTS

**Finley Barrell
& Co.**

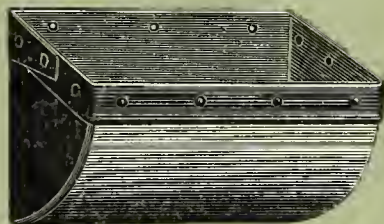
**GRAIN
and
PROVISIONS**

203 S. La Salle Street
CHICAGO

EVERYTHING FOR THE ELEVATOR

SALEM, STEEL GRAIN, AND MINNEAPOLIS ELEVATOR BUCKETS.
CLEANERS AND SEPARATORS—WROUGHT IRON AND CAST IRON
ELEVATOR BOOTS.

COTTON RUBBER
AND CANVAS AND
LEATHER BELTING
ELEVATOR BOLTS
STEEL CONVEYOR
WAGON-DUMPS



IRON-STEEL AND
WOOD PULLEYS
SPROCKET CHAINS
AND WHEELS
TURN-HEADS—
PILLOW BLOCKS
INDICATOR STANDS
SHAFTING

AT THE RIGHT PRICE

B. F. GUMP CO.

431-437 So. Clinton St CHICAGO, ILL.
Established in 1872
WRITE FOR CATALOG No. G-71

**We Solicit Your
Consignments**

HARRIS, WINTHROP & CO.

**Commission
Merchants**

STOCKS-BONDS-GRAIN

**The Rookery
CHICAGO**

MEMBERS

New York Stock Exchange New York Cotton Exchange
New York Produce Exchange Chicago Stock Exchange
New York Coffee Exchange Chicago Board of Trade
Winnipeg Grain Exchange Kansas City Board of Trade
Minneapolis Chamber of Commerce

Consign your Grain and Field Seeds to

Somers, Jones & Co.

89 Board of Trade, CHICAGO

The WAGNER

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 28 years. E. W. WAGNER & CO., 208 So. La Salle St., Chicago.

LETTER

COURTEEN SEED CO.

MILWAUKEE, WISCONSIN

CLOVER and TIMOTHY

SEEDS

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

JAMES E. BENNETT & CO.

Member Chicago Board of Trade

Commission Merchants

**GRAIN PROVISIONS
STOCKS—BONDS**

Ship your grain to us.

Chicago—Peoria—St. Louis

Ask for Bids

Postal Telegraph Building
332 So. La Salle St., Chicago

ST. LOUIS
211 Merchants Exchange

PEORIA
11 Board of Trade

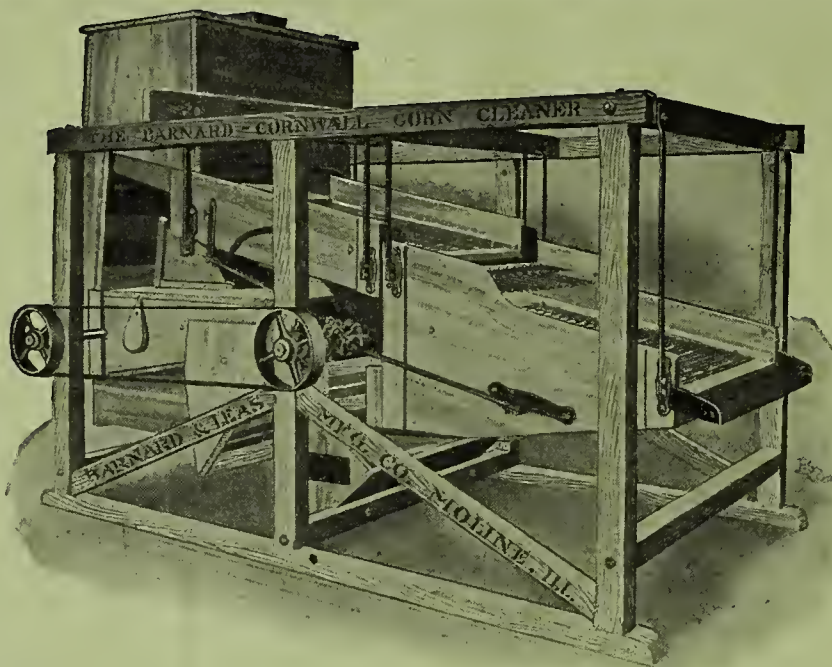
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counter-balanced shaker, two air separations and the latest style feeder.

*The First
of the
Sieve
Corn Cleaners*



*Always
the Leader
in Capacity,
Efficiency
and Durability*



The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

BARNARD & LEAS MFG. CO.

MILL BUILDERS AND



MILL FURNISHERS



ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

The Profits on Corn That You Will Handle During 1916 Will Depend Largely Upon the Efficiency of Your Operating Equipment

Now if you should visit a hundred grain elevators or corn mills in your section of the country you would find more Western Shellers than any other type of sheller on the market today. And why so many Western Shellers?

The popularity of the Western is due to its reliability, durability and economy, making it the most popular sheller on the market today.

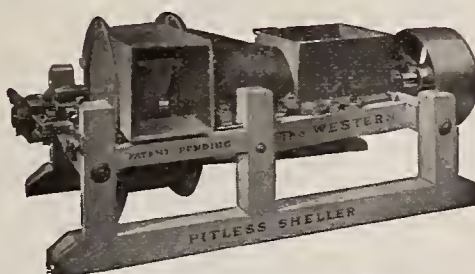
Sales on

Western Shellers

increased 50% in the past five years, being now found in thousands upon thousands of elevators and mills throughout the country. This is an unequalled record for the entire sheller industry for this period which covers sales in this country as well as abroad.



"Western" Regular Warehouse Sheller



"Western" Pitless Warehouse Sheller

Western Shellers are designed for easy installation and are built very strong and of the best material. All shelling parts are made of semi-steel and subjected to a special chilling process, making them very hard. They run at a slow speed, insuring cool boxes and uncut bearings, are self-feeding, require no attention, and occupy less floor space than any other sheller of equal capacity. Western Sheller are built in five styles with capacities varying from 125 to 2000 bushels per hour, and are the most dependable sheller on the market today.

The Western Sheller is a guarantee of dependability. Western operators never have any anxiety as to whether their sheller will work all the time. Thousands of operators will verify this claim. You are safe when you buy a Western. Therefore be a Western operator and enjoy the satisfaction and prosperity experienced by Western operators everywhere.

IMPORTANT Write today for Bulletin B on the famous Western Shellers and Cleaners and be convinced. Your copy has been laid aside. A postal will do.

UNION IRON WORKS, Decatur, Ill.

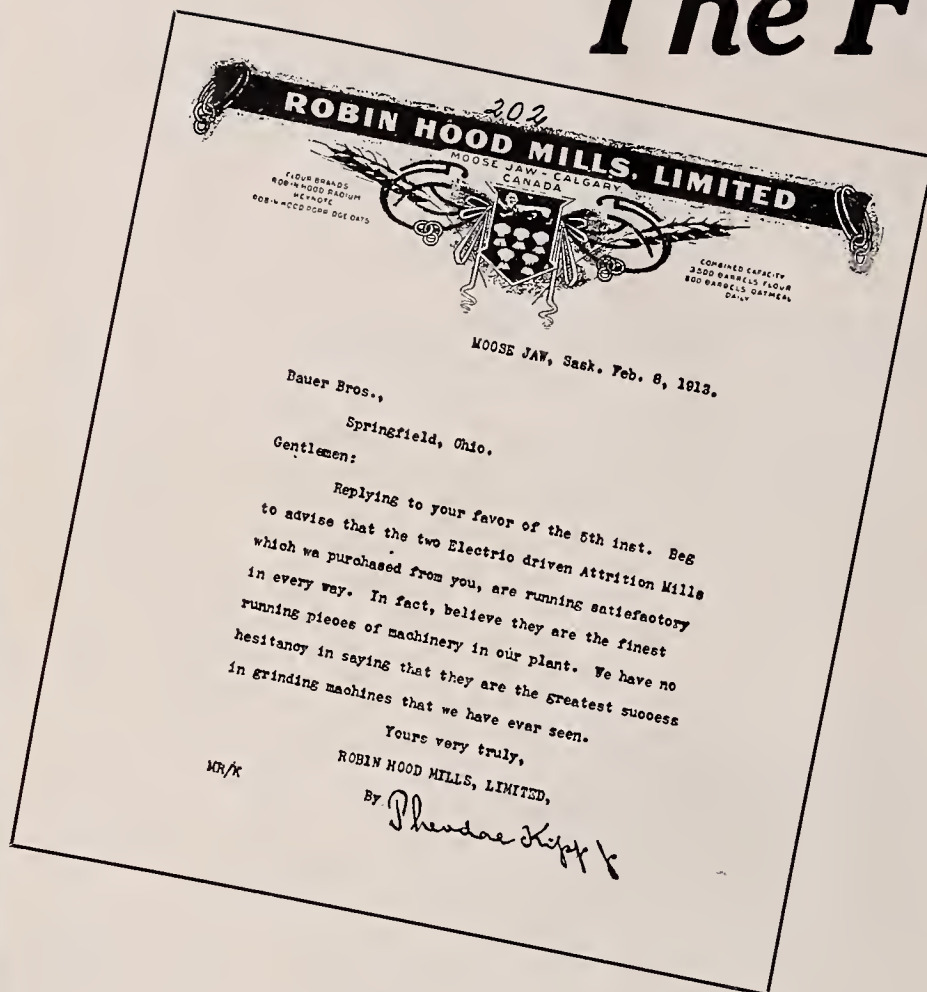
Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.



S C I E N T I F I C



The Final Proof



The written proof of hundreds of experienced practical feed grinders proves the case for the "SCIENTIFIC." We did not ask for these letters, but "Scientific" owners from every

part of the country have voluntarily written us, endorsing every feature of the

Scientific Ball Bearing Attrition Mill

You are in business for profit, and you want machinery that gives the largest production at least cost, and without trouble. The "Scientific" *fills the bill*. Designed right and built right, it works for you day in and day out. Its production is constant and uniform, and there are no breakdowns or repair bills to waste your profits. Uniform grinding brings the business to your mill—the "SCIENTIFIC" does the rest.

Our customers talk for us. Write for our booklet "Straight from the Shoulder."

THE **BAUER BROS.** CO.

Formerly The Foos Mfg. Co.

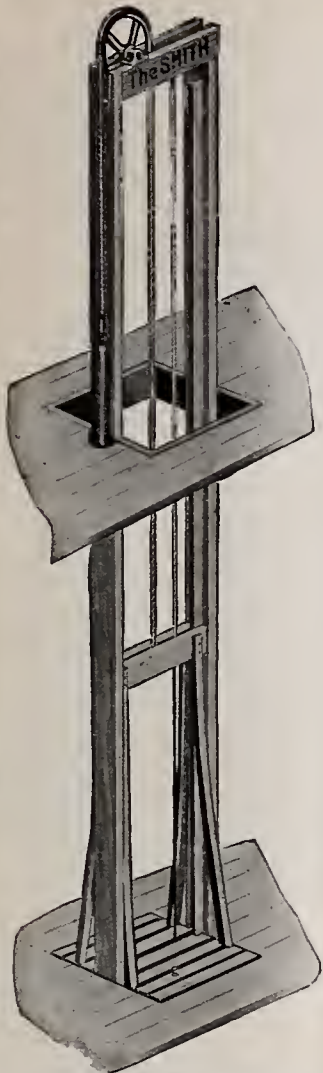
517 Bauer Building

Springfield, Ohio



S C I E N T I F I C





A Smith Safety Man-Lift

You Are Not Buying An Experiment
When You Buy

The Sidney Line

The Most Complete Elevator Equipment on the Market Today

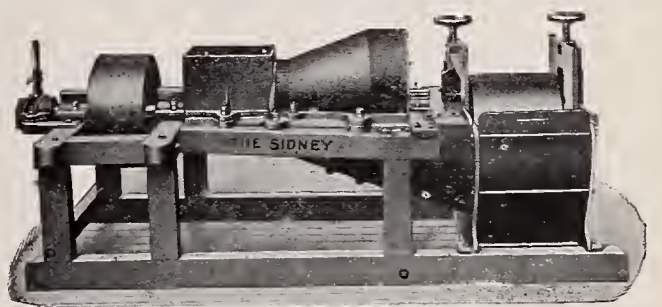
which includes a full line of Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Man-Lifts, Wagon Dumps, Elevator Boots and Heads, Loading Spouts and Power Transmission Machinery. With the Sidney Line you have the absolute assurance that year in and year out, under all conditions, it will prove the most reliable, dependable and economical equipment on the market today,

Guaranteeing A Most Profitable Investment

The Smith Safety Man-Lift, illustrated herewith, is equipped with ball bearings and is the most reliable and durable device of its kind on the market today. It decreases the cost of insurance and makes all parts of your elevator quickly and easily accessible.

The Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot as illustrated above is designed for the convenience of grain elevator operators who wish to avoid pits and do not favor a Fan Sheller. No expensive hopping under the Sheller to the Boot required. No danger of Sheller choking, or corn flying into your Boot pulley. No fan to blow dust up the elevator legs. Boot shaft is entirely independent of the Sheller shaft, is made to fit any size cup. Pulley can run in either direction. The end plate in boot is removable and provided with hand hole in case of choke-up in elevator. Additional features are found in our catalogue. Investigate before ordering.

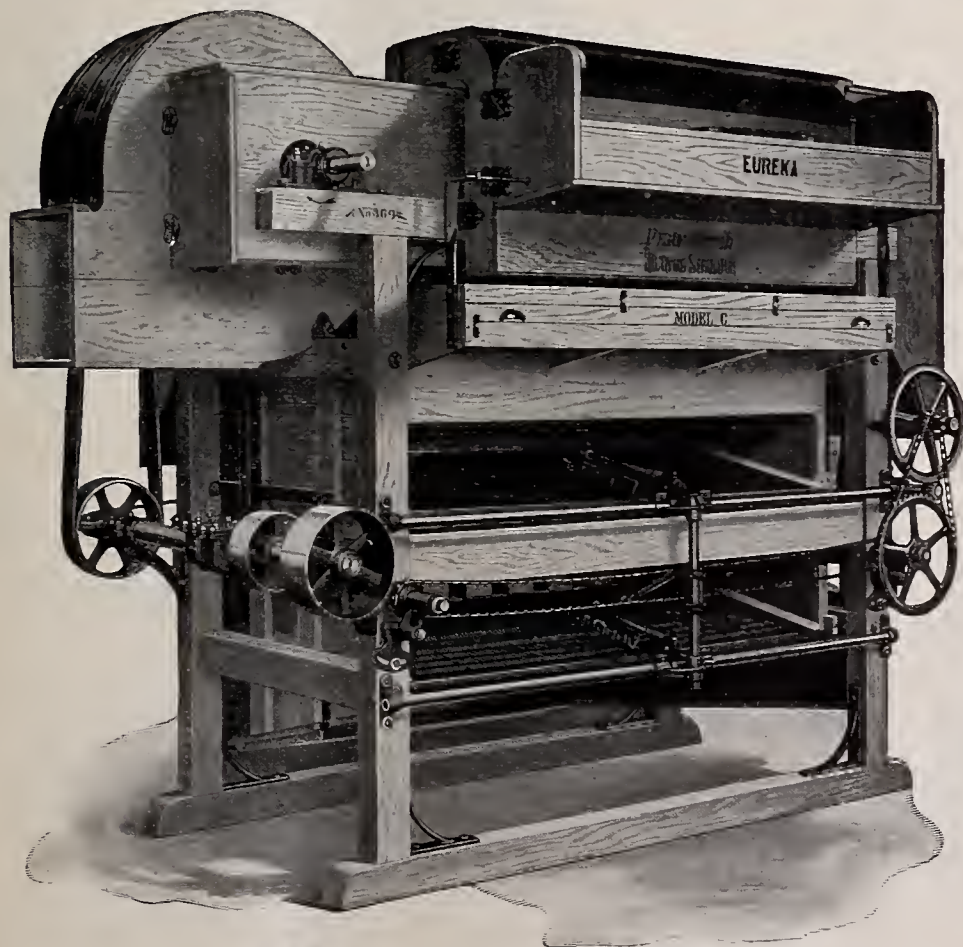
Write for further information, also for our catalogue covering the complete "Sidney Line" with endorsements and unsolicited comments by Sidney operators. A postal will do.



Sidney Corn Sheller and Elevator Boot Combined, with Take-up on Boot

The Philip Smith Mfg. Co., - Sidney, Ohio

A Complete Stock of the Sidney Line is at Enterprise, Kansas



Eureka

Perfected Receiving Separator

With Self-Balancing, Side-Shake Shoes

June 5, 1915.

Gentlemen:—Please allow us to congratulate your house on the work accomplished by one of your Side Shake Cleaners in our mill the past ten months. It does just a little more cleaning at one operation than all our other machines put together.

Yours truly,
COLBURN BROTHERS CO.
McPherson, Kansas.

June 8, 1915.

Gentlemen:—The No. 366 "Eureka" Side-Shake Receiving Separator which we purchased from you some time ago has given us excellent satisfaction. We cannot emphasize this further than by stating that we want you to send us two of your No. 368 and one of your No. 369 machines. This will make a total of six separators of your make which we will be operating.

Yours truly,
THE T. H. TAYLOR CO. Ltd.
Chatham, Ont.



REPRESENTATIVES:



J. Q. Smythe, 3951 Broadway, Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
E. A. Pynch, 311 3d Ave. S., Minneapolis, Minn.

Wm. Watson, 703 Western Union Bldg., Chicago, Ill.
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio
W. M. Mentz, Sinks Grove, W. Va.

THE S. HOWES COMPANY
SILVER CREEK, N.Y.

Beall A Good Buy

THE MARK OF QUALITY Not Because of Price But Service

There are two ways to buy a good cleaner. Analyze its separate parts, or judge it by its performance as a whole. The latter cannot be a success unless the former is right. Judge the new

Beall Rotating Warehouse and Elevator Separator

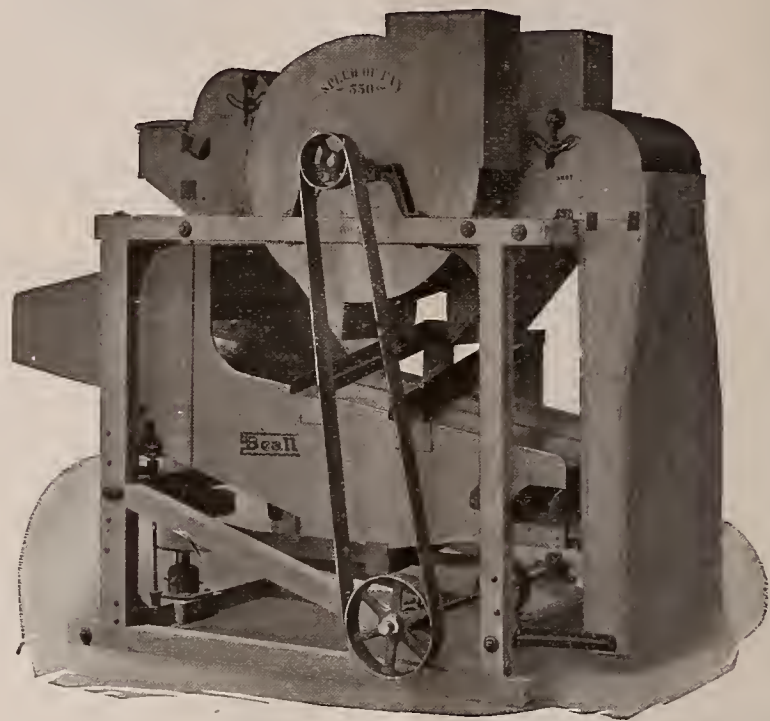
by its performance as a whole cleaner; a complete unit where every component part operates harmoniously. Buy it because of the real worth as a cleaner. Profit by it because of the superior grade of (cleaned) grain it turns out guaranteeing a premium every time, a sure road to success.

It's The Master Separator of Them All

The New Beall Separator is the result of years of experience by the pioneer manufacturers of milling and grain elevator machinery. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

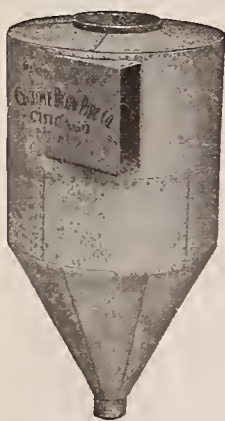
- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse power is required for operating.

It will pay you to write for a complete descriptive catalogue and prices, or better let us send you a separator on a 30 days' trial and let it prove to you its merits by its own work. Do it today. We take all the risk.



*Built in Ten Sizes
Guaranteed Without Limit*

The Beall Improvements Co., Inc., Decatur, Illinois



Write today
for
further
information

HAVE YOU

A cleaner in your elevator?

If so, then you will be interested in the installation of a

Cyclone Dust Collector

CYCLONE BLOW PIPE CO.

Chicago,

Illinois

Complete new systems installed on modern plans and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

**THE
STRONG-SCOTT MANUFACTURING CO.
MINNEAPOLIS, MINN.**

WESTERN REPRESENTATIVE: H. C. CAWOOD, 1706 S. 10th Ave., North, Great Falls, Montana
Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors.



GO HOME AND SLEEP EASY

No Danger of Fire from Sparks
in Your Plant with an

Invincible Permanent Magnetic Separator

This machine stops and throws out all metallic particles of any description—shavings, nuts, nails—from the flowing stream of grain.

There is absolutely no chance for any piece of iron, small or big, to get past this powerful magnet.

Takes up little room; costs little to install and next to nothing to keep going.

Write for full details and prices today.

**INVINCIBLE GRAIN CLEANER COMPANY
DEPARTMENT 1**

SILVER CREEK, N. Y.

REPRESENTATIVES

Chicago, Ill.: 1041 Webster Bldg., F. H. Morley, Jr.
Cleveland, Tenn.: 2310 Church St., J. H. Bates.
Indianapolis, Ind.: Board of Trade, C. L. Hogle.
Kansas City, Mo.: 211 Postal Bldg., F. J. Murphy.
Minneapolis, Minn., and Winnipeg, Man., Strong-Scott Mfg. Co.
Philadelphia, Pa.: 25 S. 61st St., C. Wilkinson.
Toledo, Ohio: Jefferson House, Chas. H. Sterling.
San Francisco, Cal.: 17th and Mississippi, W. King.
Pacific Coast Rep.

**Cincinnati Grain Co.
Cincinnati, Ohio**

Protect themselves with
this machine.



C. & N. W. RY. Calumet Terminal Elevator

South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

54 St. Francois Xavier Street, MONTREAL, CANADA

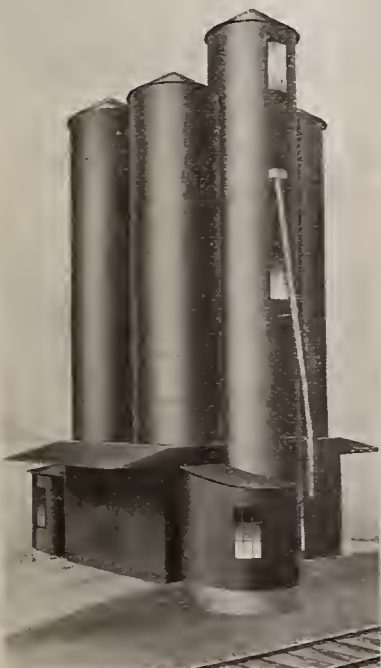
108 South La Salle Street, CHICAGO, ILL., U. S. A.

35 Southampton Street, LONDON, W. C., ENGLAND

Finton Fireproof Storage

—at—

Low Cost



The new Finton plan of elevator construction provides for small fire-proof elevators at low cost. Elevators can be built any capacity from 1,500 bushels and up.

Can be taken apart and removed to another station if desired.

Write for booklet today containing complete information and cost of construction.

Finton Construction Co.

320 Merchants Exchange,
St. Louis, Mo.

"When Better Elevators Are Built— BURRELL Will Build Them"



AS IT IS
TO-DAY

Burrell Builds Best Buildings

For
Grain Storage
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

We Maintain the
Following Offices
for Your Convenience:

711 Hubbell Building DES MOINES, IOWA
217 Board of Trade Building INDIANAPOLIS, IND.
16 Hoke Building HUTCHINSON, KAN.

CONCRETE or WOOD

Burrell Engineering & Construction Co.

1102-1108 Webster Bldg., CHICAGO, ILL.

Transfer Elevators Terminal Elevators Country Elevators

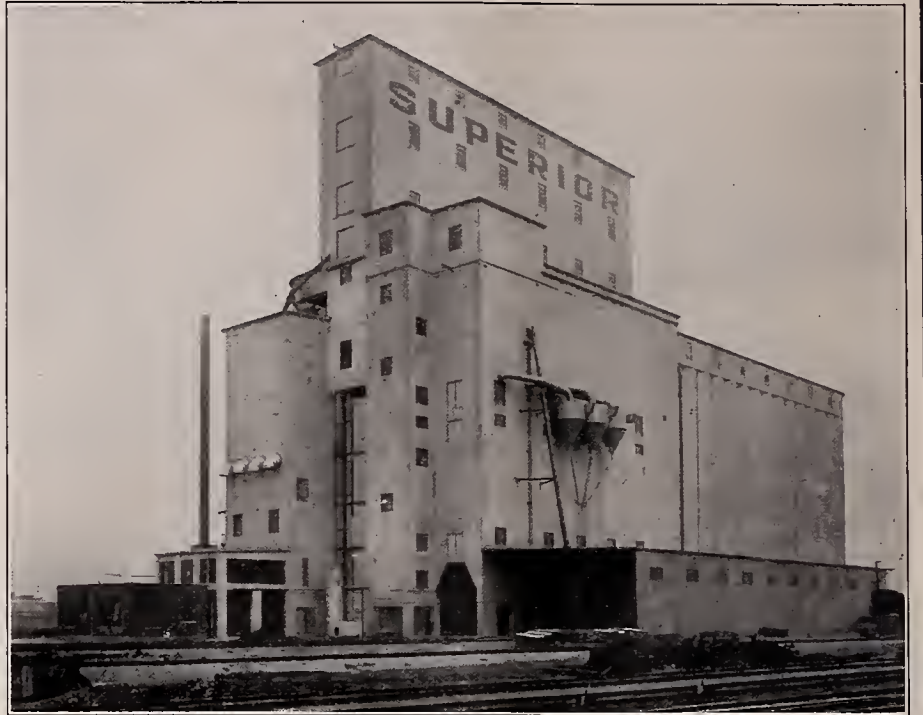


Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

Macdonald Engineering Co.
Monadnock Building, CHICAGO, ILL.

Superior Elevator, Recently Completed at Buffalo, N.Y.

Storage capacity 1,500,000 bushels, with complete equipment for receiving grain from boats or cars, and for cleaning, drying and bleaching grain.



Fireproof Construction Elevators, Mills and Warehouses

We prepare plans and make lump-sum price for the complete work.

MONARCH ENGINEERING CO.
Chamber of Commerce BUFFALO, N. Y.



Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity, Constructed by Janse Bros., Boomer, Hughes & Crain.

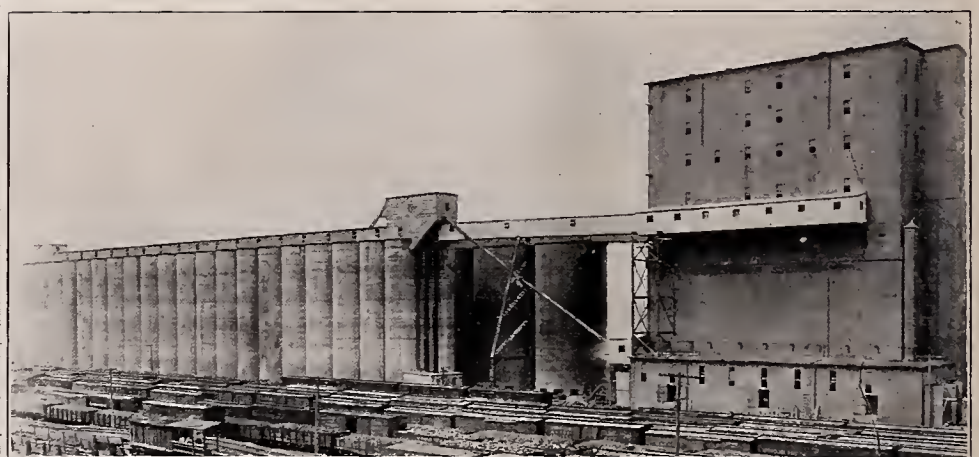
**We Build Reinforced Concrete Structures of all Types
Grain Elevators, Mills and Industrial
Plants a Specialty**

Our Engineering Department is ready to solve your problems and furnish preliminary estimates.

JANSE BROS., BOOMER, HUGHES & CRAIN
GENERAL CONTRACTORS

906-910 Dime Savings Bank Bldg., Detroit, Mich.

Also Zeigler Block, Spokane, Wash. Mackle Block, Calgary, Alberta



1,250,000 bushel addition to Kansas-Missouri Elevator at Kansas City, Mo.

The Stephens Engineering Company
ENGINEERS AND CONTRACTORS
Monadnock Bldg. CHICAGO, ILL.

The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners
ALL STEEL



Write for Catalog

The Knickerbocker Company, Jackson, Mich.

One Million Bushel Fireproof Terminal Elevator

FOR THE
Western Maryland Railroad Co.
Port Covington, Baltimore, Md.



Write us for designs and estimates

We Build Elevators, any type of construction in any part of the World.

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

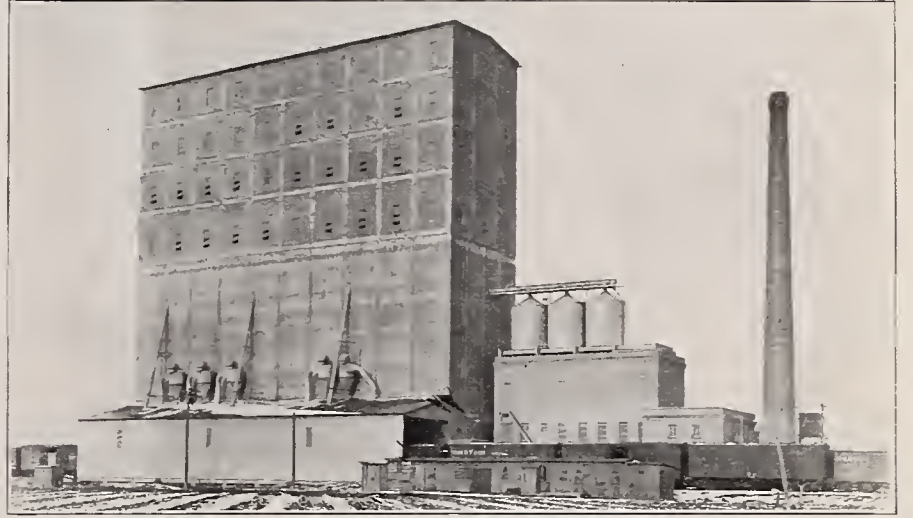
Fifteenth Floor of Westminster Building

CHICAGO, ILL.

The Michigan Central Fire Proof Grain Elevator

Located at 124th Street and Cottage Grove Ave.
KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

Designs and estimates promptly furnished.

Witherspoon-Englar Company

1244-1250 Monadnock Bldg.

CHICAGO, ILL.

FUMIGATION METHODS

By W. G. JOHNSON

Contains full directions for
Fumigating Mills and Elevators.
313 Pages Price \$1

Mitchell Brothers Publishing Co.
431 South Dearborn St., CHICAGO

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an
up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

There's no possible chance for confusion and misunderstanding about

DIXON'S SILICA GRAPHITE PAINT

Made in
Jersey City



It is made in one
quality only—four
colors—fifty years.

Booklet 17-B.

JOSEPH DIXON
CRUCIBLE CO.
Jersey City, N. J.

The Barnett & Record Company

GENERAL CONTRACTORS

Designers and Builders of

Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario





Elevator Buckets

Salem Buckets fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

SEND FOR CATALOG No. 38.

H. W. Caldwell & Son Co.

CHICAGO, 17th St. and Western Ave.
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.
DALLAS, TEXAS, 711 Main St.



Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

H. W. Caldwell & Son Co.

CHICAGO, Western Ave., 17th-18th St.
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.
DALLAS, TEXAS, 711 Main St.

Did an advertising slogan ever sell you a belt?

On a bet, your next bucket legs and horizontal carriers will be purchased on account of the down-right hard service you know they will give.

GOODRICH Grain Belts

are all around you, and they are putting that rush flow of grain into the bins where it belongs, in a mighty economical way.

Next time re-equip with GOODRICH. What they are doing for elevators like this they will do for you.

The B. F. Goodrich Company

Factories:
Akron, Ohio

Branches in
All Principal
Cities



SERVICEABILITY

The Keynote of CONSTANT Success

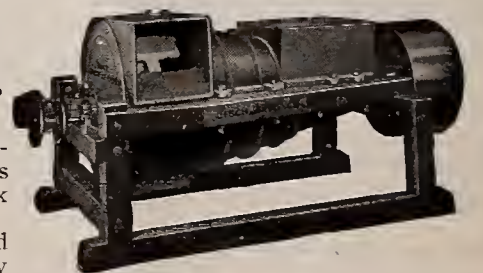


Constant Safety Man-Lift.

THE U. S. Corn Sheller

is the quickest and cheapest installed of any on the market. Does not require cemented pit, steel tank or lower hopperings.

Mounted on either iron or wood frames, and is quickly and easily repaired.



U. S. Corn Sheller

Whatever you need in the elevator line, whether it is but a single article at a modest price, or you have an entire elevator to equip, you will find we have unequalled inducements to offer.

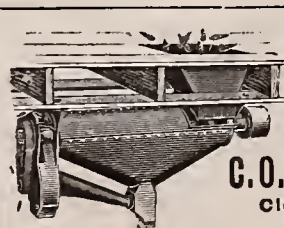
Write for our catalogue.

B. S. Constant Mfg. Co.
Bloomington, Ill.

Kansas City Mill and Elevator Supply Co.
Kansas City, Mo.



DUST! DUST! GIBBS DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1. postpaid. Circular free. Agents wanted. GIBBS RESPIRATOR CO., "B" 124 East Ave., Oak Park (Chicago), Ill.



Triumph Power Corn Sheller
C. O. Bartlett & Co.
Cleveland, O.

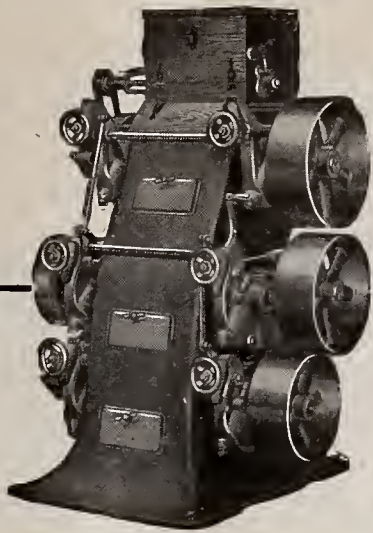
Classified ads bring returns if the right medium is used. The "American Miller" has long been recognized as the best and cheapest medium for reaching the milling trade.

Elwood's Grain Tables

Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

\$1.25

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

Everything
for the
Modern
Mill

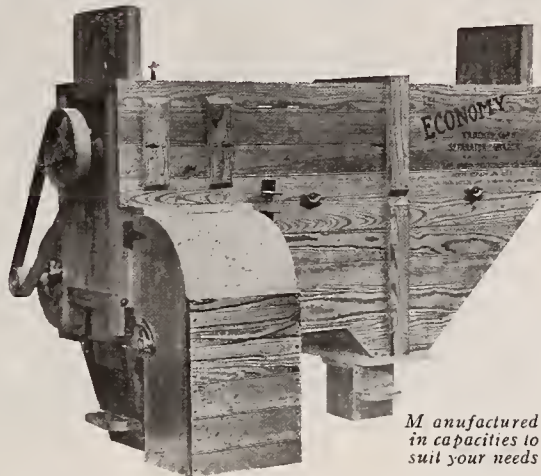
**N o r d y k e
& Marmon Co.**
INDIANAPOLIS, IND.

Established 1851

Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders

Do You Sell Poultry Feed?



*Manufactured
in capacities to
suit your needs*

You can secure better prices by giving better values.

Millers and feed dealers just entering the poultry feed field are astonished at the ever increasing demand for good, clean feed.

Take advantage of our free trial offer of an—

Economy Cracked Corn Separator and Grader

—the machine built for your purpose

Far less in first cost—requires practically no more power than you are now using—and guaranteed to make cleaner, more thorough and more uniform separations than you thought possible.

Many Millers, Elevator Men and Feed Men are getting into the profitable poultry feed business with the "Economy."


We prove our claims—we ship the "Economy" for trial in your own plant—and pay freight both ways if returned.


We furnish the best in machinery and supplies—from a special machine up to complete equipment for your plant. And we have the services of the most experienced and practical Mill Experts and Feed Men.


Write us—NOW—and let us figure it out for you.


THE GRAIN MACHINERY COMPANY
NORTH VERNON, IND.

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain. 

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power. 

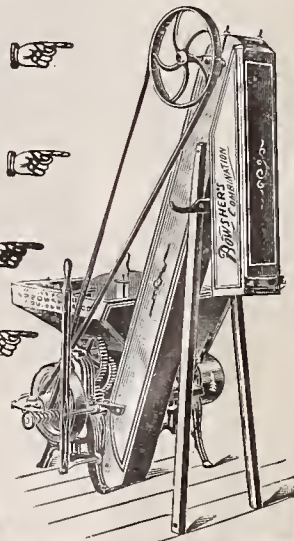
A mill that can run empty without injury, as the grinders will not strike together. 

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit 

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

N. P. Bowsher Co., South Bend, Indiana



Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.
SHELBYVILLE, INDIANA, U. S. A.

MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

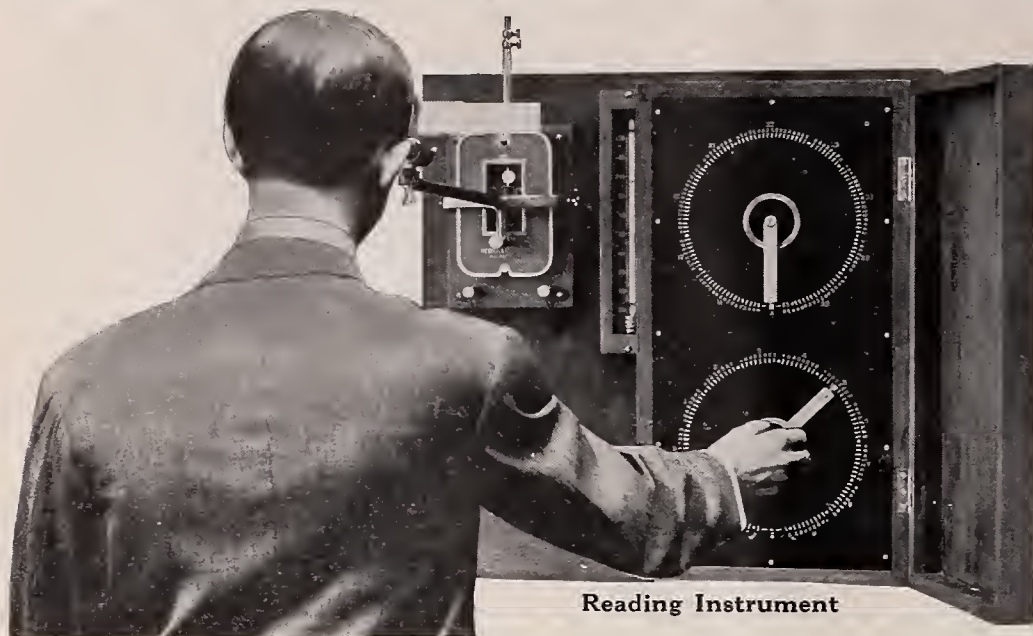
Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.
402 Sedgwick Bldg. Wichita, Kansas.

A "WANT AD" in the "AMERICAN ELEVATOR AND GRAIN TRADE" will do the business.



Reading Instrument

NO MORE HOT GRAIN

when protected with

The Zeleny Thermometer System

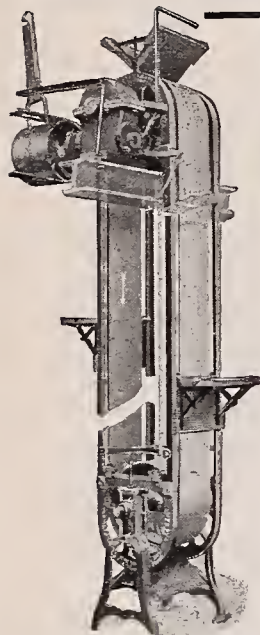
Now installed in

40,000,000 Bushels Storage

WESTERN FIRE APPLIANCE WORKS

542 S. Dearborn St.

CHICAGO



The Humphrey Employee's Elevator

again was given preference as a part of the equipment of the new C. & N. W. Calumet Terminal Elevator, South Chicago, Ill.

This is proof of Humphrey efficiency in power man-lifts. Save time and energy of the workmen.

Write for detailed information why "The Humphrey Endless Belt Route" means bigger profits to the owner.

NUTTING TRUCK CO. Dept. "A"

Sole Manufacturers

Faribault - - Minnesota

Also Manufacturers of a full line of Floor Trucks.

A LIE

The Richardson Automatic TYPE REGISTERING SCALE CANNOT TELL

George Washington had "nothing on" a Richardson Automatic TYPE REGISTERING SCALE. George Washington COULD but WOULD NOT tell a lie. The Richardson Automatic Type Registering Scale CAN'T and WON'T tell a lie. It tells the truth TWICE every time it opens its mouth, and for fear you won't understand, it writes out on a ticket what it has to say.

RICHARDSON SCALE CO.

Specify **RICHARDSON AUTOMATIC TYPE REGISTERING SCALE** for your new elevator. Don't say "Or Equal." There isn't any "Or Equal." Most of the Reliable elevator builders are glad to use Richardson's. It lessens their trouble.

CHICAGO
209 South State St.
MINNEAPOLIS
413 S. 3rd St.
OMAHA
317 Grain Ex. Bldg.
WICHITA, KAN.
SAN FRANCISCO
Rialto Bldg.
PASSAIC, N. J.

If it's a **WAGON SCALE** you need, you had better see the **RICHARDSON SCALE CO.** Suspension Bearing. Railroad Track Scale Pattern. No check rods to bind. No balls to freeze up in winter. **SOLD ON FIVE YEAR GUARANTEE.**



Service Counts

With our wide connections and long experience, we can offer best results on Grain, Seed and Hay Consignments.

Try us for Service.

Goffe & Carkener Co.

CHAMBER OF COMMERCE

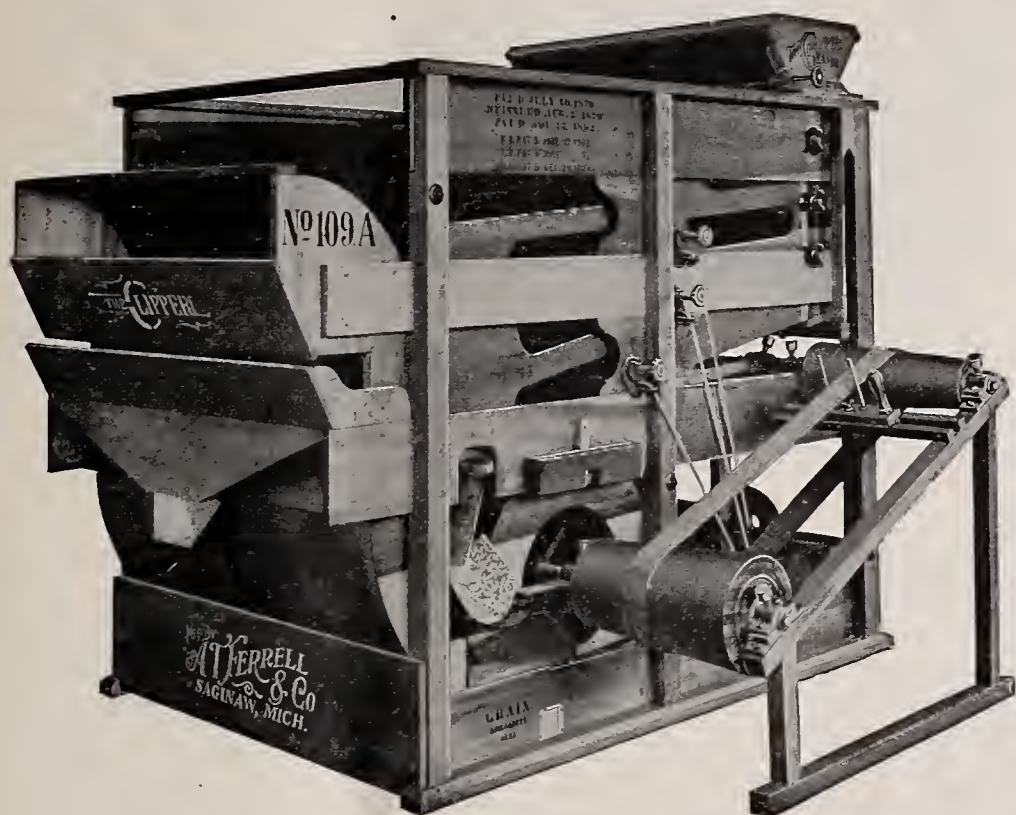
ST. LOUIS, MO.

K. C. Office
GOFFE & CARKENER
Board of Trade

W. C. GOFFE
G. S. CARKENER
GEO. C. MARTIN, Jr.



The No. 109-A "Clipper" Cleaner



Write for Latest catalog and prices

is unequalled for handling all kinds of field seeds and grain in local elevators. It is excellent for grading seeds or seed grain, as it carries four screens—three full length and one half length—with our Traveling Brushes on the three lower screens. The Brushes enable you to keep the machine working to its full screen capacity all the time.

It is equipped with our Special Air Controller for regulating the vertical blast, which is a desirable feature. It is very light running, strongly built, easily installed and simple in operation.

We guarantee this machine to give perfect satisfaction on Clovers, Timothy or any other kind of field seed or grain, and it can be operated with one-fourth the expense for power of any suction cleaner of equal capacity. If you are looking for a first class, up-to-date Cleaner of good capacity we should be glad to send you catalog with prices and discounts upon request.

A. T. FERRELL & CO., SAGINAW, W. S., MICH.

THE ELLIS DRIER COMPANY

CHICAGO ILLINOIS
U. S. A.



Bleacher Tower Erected for Saginaw Milling Company,
Saginaw, Michigan

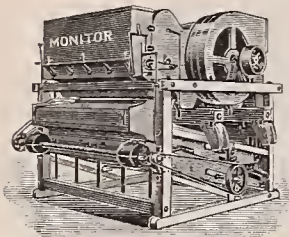
OAT BLEACHERS

Our six years' experience in the erection of oat bleachers in all parts of the U. S. has placed us in a position to serve you in a most effective manner.

Are you prepared to cope with this year's oat crop? You are most decidedly NOT prepared unless equipped with an ELLIS OAT PURIFYING SYSTEM. The ten essential United States Letters Patent covering the process of oat bleaching are controlled by this company.

The Ellis Drier Company

Postal Telegraph Building, Chicago, Illinois



GRAIN CLEANERS



A Sweeping Victory

The largest order ever given for Grain Cleaners & Oat Clippers

for a Grain Elevator was recently awarded to us—for "Monitor" Machines. These "Monitors" are for use in what will be the largest Elevator in the World, the 8,000,000-bushel "Calumet" Terminal now building by Witherspoon-Englar Company for the C. & N. W. Ry. at South Chicago, Ill.—John S. Metcalf Company designing and consulting engineers for the entire work—the Elevator to be operated by the Armour Grain Company. This gigantic Elevator will reflect the combined master efforts of experts who stand high as leaders in large-capacity Elevator designing, building and operating. In the selection of materials and equipment a buying policy that safeguarded every interest of this titanic enterprise was followed. We entered "Monitors" against all competitors—we won, on merit alone. The "Calumet" will have a maximum cleaning and clipping capacity of nearly two and one-quarter million bushels for a twenty-four hour day, and in addition a capacity of 190 to 230 tons of screenings re-cleaning—this work being handled by "Monitor" Oat Clippers, "Monitor" Double Receiving Cleaners and "Monitor" Screenings Separators. In the dust house eight "Monitor" Packers will take care of the dust packing work. Each "Monitor" is to be heavy-service, fire-proof construction—each will embody exclusive "Monitor" features typifying the most advanced test-proven improvements in Machinery of their respective kind. "Monitors" continue to be, as for more than fifteen successive years, the Machines supreme for grain cleaning and oat clipping work. This "Calumet" order would seem to firmly establish the fact in the minds of a possible few grain dealers who may have been slow to realize it. Our literature, sent free on request, should be in your hands as a guide for determining important matters pertaining to Cleaners, Clippers and Smutters.

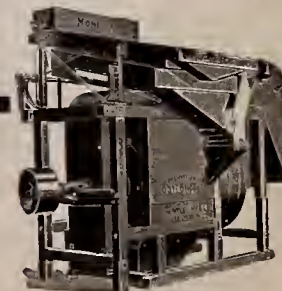
HUNTLEY MFG. CO., Silver Creek, N. Y.

F. M. SMITH,
310 Traders Bldg., Chicago, Ill.
J. B. RUTHRAUFF,
301 South Lawrence St., Wichita, Kansas
S. J. McTIERNAN,
25 Merchants Exchange, St. Louis, Mo.
A. F. SHULER,
218 Iron Exchange, Minneapolis, Minn.
A. H. SMITH,
504 Dwight Bldg., Jackson, Mich.

AGENTS

C. J. GROAT,
631 Concord Bldg., Portland, Ore.
A. S. GARMAN,
232 South Balch st., Akron, Ohio
W. B. SUTTON,
527 South Euclid Ave., Dayton, Ohio
J. H. FOOTE,
Owego, New York
C. M. WILKINSON,
118 First Ave., Lexington, N. C.

OATS CLIPPERS & SMUTTERS



Monitor

In use in 85% of the world's
largest, modern equipped grain elevators

A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

Vol. XXXIV.

CHICAGO, ILLINOIS, FEBRUARY 15, 1916.

No. 8.

Kaw Company Occupies New House

C. & A. Elevator at Kansas City a Splendid Example of Modern Construction—Adds 275,000 Bushels to the City's Grain Capacity—Large Drier Equipment a Strong Bid for Business

ONE of the most recent and most efficient additions to the elevator equipment of Kansas City is the Chicago & Alton Railway Elevator, which has just been completed. The house is operated by the Kaw Grain & Elevator Company and was built by the Wells Brothers Company of Chicago. It has a capacity of 275,000 bushels of grain and a guaranteed loading and unloading capacity of 20 cars a day. This guarantee is made safe by the 40-car capacity, which is the actual handling index. The house was formally turned over to the Kaw Grain & Elevator Company by the builders on February 1, although grain has been passing through on test since the first week in December.

The plant consists of reinforced concrete working house, storage tanks and drier house, the whole being carried, by means of foundation walls and piers, on a solid reinforced concrete foundation slab not less than 50 feet wide and with an enclosing curtain wall extending three feet below the bottom of the foundation slab.

The working house is a building 48 feet square and 142 feet 11 inches high, measured from the base of rail to peak of roof line. The superstructure of the work house is continuous with the storage bins. Beneath a portion of the work house is a basement 10 feet 5 inches high. On both the north and south faces of the building are steel canopies suspended to cover the receiving and shipping tracks. The workhouse is designed so that grain can be received from track on both sides, a 10-foot track hopper pit being provided on each side. A third or shipping track is built along the north side of the house upon which cars can be loaded and handled independent of the work going on from the two receiving tracks.

Two receiving elevator legs are connected with the track hoppers at the receiving pits. Each discharges into either of the two 2,000-bushel garner in the cupola of the house. A third garner handles the grain as it comes from the storage tanks. All of the garner spout directly to three standard scales with regulator beams, each equipped with a 2,000-bushel steel hopper. The three scale hoppers



THE NEW ALTON ELEVATOR AT KANSAS CITY

have trolley spouts connecting with the receiving conveyor, the car spouts and eight storage and cleaning bins. The three main elevator legs are provided with 20-inch belts with a capacity of 6,000 bushels each per hour. There are two additional elevators, one for the cleaners and one for the clipper and drier. There are two 2,500-bushel Invincible Cleaners and one 1,000-bushel Invincible Clipper, each equipped with a No. 10 Cyclone Dust Collector.

The storage house is composed of eight circular bins 23 feet inside diameter, and four interstice bins, constructed in a modern cluster as illustrated above. All of the bins are 82½ feet high, measured from top of bin slab to roof line. The bin wall are 7 inches thick and are reinforced with ¾-inch steel. Below the bins is a base-

ment story, 7 feet 8 inches in height, which contains a shipping conveyor of 6,000-bushels capacity per hour. This belt conveyor is 30 inches wide and receives grain from all of the bins.

On top of the storage bins is a concrete conveyor gallery with a 30-inch receiving conveyor and a self-propelling tripper for delivering grain from receiving scales to any of the storage tanks.

A 750-bushel capacity Ellis Drier is installed in the drier house, which is 18x24 feet on the ground plan and with a height of 55 feet. The drier house has an attached boiler room furnished with a 125-horsepower boiler. A 16-inch belt conveyor with a capacity of 750 bushels per hour delivers the grain from the drier to elevator in the workhouse.

The power used in the house is entirely electric, 16 individual motors operating the various elevators, conveyors and machines. The elevating and transmission machinery was all furnished by the Weller Manufacturing Company of Chicago.

The new house will add materially to the already large elevator capacity of Kansas City, but there is little danger of overdoing the building of elevators at that great grain market, for the center of grain production has been moving steadily westward and with the utilization of the Missouri and Mississippi

Rivers for moving the crops, the prominence of Kansas City will undoubtedly be greatly magnified. The Kaw Grain & Elevator Company is certainly to be congratulated on this splendid house.

In connection with the additions to Kansas City's elevator capacity which has been made within the last few years it is interesting to make comparisons with the growth of Kansas crops, the increase in strength and importance of Kansas City's commission houses, and the growing importance and value of membership in the Kansas City Board of Trade. That market bears to the Southwest the same relationship that Minneapolis does to the Northwest and Chicago to the Middle West, and the development of the Southwest on the same scale as in the past two years will make Kansas City a close competitor of the other two in all classes of grain.

A Merchant Marine and the Grain Trade

Varying Opinions on Shipping Revival—Congress May Pass Government Ship Purchase Bill—Present Shipyards and Dry Docks Adequate—The Attitude of Grain Men—Some Special Points to Be Considered.

By WALDON FAWCETT

MOST of the men in the grain trade are, if we judge from letters which they have sent to their Congressmen at Washington, strongly in favor of the upbuilding of the American merchant marine. There is obviously great difference of opinion among the grain dealers as to how this shipping revival should be brought about. And some of the fraternity are far apart as the two poles as to how much assistance, if any, the U. S. Government should lend to this movement. But as to the desirability for a bigger fleet of cargo carriers flying the Stars and Stripes there appears to be no difference of opinion.

It is suspected that the oceanic transportation conditions that have prevailed since the outbreak of the European war have had much to do with the attitude of a majority of practical grain men on this question. High freight rates, an inadequate supply of ships and other factors have caused many a grain handler to sigh for a Yankee merchant marine capable of handling American commerce. The delays to grain cargoes seized by foreign warships, the bugbear of prize court proceedings, etc., have helped along this sentiment. To be sure, there would have been searches and detentions of grain if all American cargoes had been carried in ships of bonafide American registry but many of the grain men feel that such inconveniences would have been fewer in number had there been available an ample fleet of freighters, built in American shipyards, owned and operated by American citizens.

Assuredly it would not be strange if wide-awake American grain men are a bit out of patience with the conditions which have long characterized our ocean-borne commerce, seeing as how they have before them a perpetual object lesson of possibilities in the facilities afforded the grain trade

carrying fleet worthy of the name. As a matter of fact, the republic has a mercantile marine of very respectable size. The only trouble, from the standpoint of the grain trade, is that this merchant fleet, other than that on the Great Lakes, is hopelessly inadequate to take care of the export movement in

chant fleet whereas in sizable, worth-while vessels for international trade this country is woefully deficient,—deficient at least in proportion to the volume of American products to be moved. Obviously it is bad business to let the other fellow do our fetching and carrying when we might do it ourselves and keep the money at home, but on top of that is the consideration that any old war that comes along may congest our docks and force our railroads to declare embargoes, as has recently been done, simply because foreign vessels have been requisitioned for war purposes and we have not the tonnage to stand on our own bottoms,—literally and figuratively.

The development of the economically-operated "tramp steamer" and the steady increase in the



ONE OF THE SAILING VESSELS THAT WAS RESPONSIBLE FOR THE OLD-TIME PRESTIGE OF THE AMERICAN MERCHANT MARINE

cereals and mill products. Likewise, must it be borne in mind that many of the vessels that go to swell the total of our merchant fleet are passenger-carrying steamers or other craft not adapted to the conveyance of bulk cargo and consequently not a factor in grain movements. Distinctly, however, this stricture has no reference to the steamers,—such as those in the Alaska service—which

size of ocean-going freighters,—likewise a move in behalf of economy in operation,—are tendencies of the past few years with which the United States, in such oceanic merchant marine as it possesses, has not fully kept pace. To be sure, we could put a good face on the matter by declaring that in number of ocean steamers of 5,000 tons and up, the United States is surpassed only by Great Britain and Germany. But that would convey an erroneous impression because these two rival nations, and especially Great Britain, have so many more cargo ships than have we that relative positions have not the proper significance. Indeed, of steamers of 10,000 tons and over in the oceanic service Great Britain has just about twelve times as many as has the United States.

It was the spectacle of American grain shippers and other exporters paying each year to foreign vessel owners the enormous aggregate of \$300,000,000 in freight bills that has moved almost every commercial organization in the country to go on record, during the past year or two in favor of some sort of a Federal boost for our merchant marine. Not all the bodies of business men agree as to how Uncle Sam should lend aid. For example the Chamber of Commerce of the United States, as the result of a country-wide "straw vote" has come out against the Government constructing, chartering or operating vessels for mercantile purposes and against government ownership with operation by private owners. Instead, the National Chamber has, as a result of a canvass of its hundreds of affiliated trade bodies, gone on record as in favor of Government subsidies under certain conditions, as in favor of Government subvention of freight lines; and the creation of a Federal shipping board.

In contrast to this we have the view of President Wilson who in opening the present session of Congress recommended the proposal for the purchase of construction of ships to be owned and directed by the Government,—the present proposition on the part of the administration being the same, save for certain modifications, as was presented but failed of action in the last Congress. Certain it is that if our merchant marine is to take a spurt some



A MODERN TRAMP STEAMER

of the Great Lakes. What with the steady increase in the size of lake ships, the channel and harbor improvements and the enlargement of the locks of the Sault and Welland Canals there is demonstrated what a stimulus may be imparted to an entire transportation sphere by an energetically managed American mercantile marine. Incidentally, the Great Lakes record demonstrates how desirable it is that the growth of American ship building shall parallel the increase in American-owned shipping.

To hear some of the talk that has been indulged in since the inauguration of the present movement for the upbuilding of our merchant marine one would suppose that the United States had no cargo-

carry package freight along with passengers and which transport sacked grain, flour, seeds, etc.

Judging from some of the arguments put forth by the men who are opposed to having the Government extend any assistance to the shipping industry it has been a mistake to have included, during all these years, in our so-called merchant marine the swarm of small schooners, canal boats, motor boats, etc., which are engaged in inland or coastwise traffic and play virtually no part in sea-going commerce. This plan of lumping everything together in our shipping statistics has made it appear that the United States stands well up among the nations of the world in the matter of a mer-



TYPICAL AMERICAN DRY DOCK AT NEWPORT NEWS, VA.



BUILDING A LAKE GRAIN CARRIER

means must be found to offset, directly or indirectly the higher cost of operation under the American flag. And, incidentally, there will needs be amendment of the La Follette Bill which was passed by Congress at its last session and which by dictating labor conditions has upset the conditions of ship operation to an extent undreamed of by the lawmakers who blandly slipped it into the statute books.

The fact that foreign shipyards are now organized for and engrossed with naval work and that after the war they will be busy with the task of rehabilitating Europe's merchant marine makes it imperative that the responsibility for adding to American tonnage shall rest largely with American shipyards. Indeed, it is not too much to say that the development of our merchant marine will be paced by the capacity of the ship building plants in the United States. Fortunately, this country is pretty well provided in this respect. At Newport News, Va.; at Camden, N. J.; at Quincy, Mass.; at Philadelphia; at San Francisco and Seattle are modern steel ship-building plants that compare favorably with any foreign yards in their equipment for the construction of ocean-going craft and half a dozen well-organized shipyards on the Great Lakes have in repeated instances proven their ability to build cargo boats for service on salt water.

Almost as important to the future of our merchant marine as the ship yards are the dry docks which must be depended upon to keep Yankee craft fit for sea service. Here again we find adequate facilities already provided in the United States. For

example take the situation at Newport News, Va., which has since the outbreak of the European war leaped into prominence as one of the leading grain-shipping ports of the country. On Hampton Roads at this Virginia port is a dry dock capable of accommodating any freighter afloat and the fact that this dock may be reached by any craft, virtually without regard to time or tide, is an unusual point in its favor. Other Atlantic, Gulf and Pacific ports are similarly well-equipped with dry docks and repair facilities.

For many men in the grain trade there will be exceptional interest in one question that is being animatedly discussed in connection with the boom that is prophesied for our merchant marine. This question has to do with whether or not the uplift of the Yankee shipping industry will in any measure restore the prestige of the Yankee sailing ship. It was the old-time clipper ship that gave our mariners their pre-eminence in the days when Uncle Sam came mighty close to ruling the waves and there is no little speculation nowadays as to whether the anticipated stimulus to our merchant marine, the influence of the Panama Canal and other new factors will operate to again put these ships in the running. Of course, if there is any future whatever for the sailing ship it must, perforce, be for the steel sailing ship rather than for the wooden craft and it is, in the minds of many persons, a big question whether in economy of operation the sailing ship can stand against the barge on trade routes where it is possible to use the latter or against the low-speed steamer.

And how will a development of the American

merchant marine affect the elevator and grain trade? This is after all the intimate aspect of the situation that most directly concerns the interests in all branches of the field. If we accept the predictions of some shrewd forecasters the influence may be felt in a dozen directions, aside from the obvious advantage conferred by a marked increase in the number of American vessels available for charter to carry grain. For example, one optimistic grain man foresees a millennium whereby ocean going grain carriers and grain-carrying boats on the Mississippi River and tributaries will be owned or controlled by the same interest, rendering possible new economies in connection with trans-shipment, etc. It may be mentioned also that the insistence of the Interstate Commerce Commission that the railroads shall divest themselves of steamship lines removes one element that was steadily becoming more conspicuous in the transportation world and will tend to make grain men all the keener to learn what can be accomplished in behalf of water-borne traffic by the current movement for a bigger and better mercantile marine.

Advisers of the grain men, in and out of Congress, declare that elevator proprietors, commission men and all the rest whose interests are likely to be affected will make a grave mistake if they do not study this subject, find out what they want and let their wants be known. The grain trade is a big industry and assuredly deserves recognition and consideration in the making out of any Governmental program with respect to the merchant marine. By way of illustration of the sort of consideration that would be welcome it need only be



A STEAMER IN THE ALASKAN SERVICE

These Types of American Coastwise Vessels Carry Heavy Cargoes of Grain and Grain Products.



COAST SAILING SHIPS TAKING ON DECK LOADS

recalled that recent investigations have proven that faulty arrangement of cargo holds is in part responsible for the deterioration of grain in transit. If Uncle Sam is to build any merchant ships or by subsidy or other means aid in the provision of vessels that are likely to be used for grain carrying it would assuredly help some if Federal recognition of the needs of the grain trade resulted in insist-

ence upon such disposition of cargo space as would insure an even temperature for the grain in transit. Anyway, this present project for the expansion of the American merchant marine is worthy a place in the corner of the eye of every grain man, for it seems probable that this time it will not be "taken out in talk" as have so many previous efforts in behalf of our shipping.

General Publicity and the Grain Dealer

Keeping Name of the Firm and Character of the Service Before the Trade Important—
An Example from Nebraska

By G. D. CRAIN, Jr.

SOME time ago the writer contributed an article to the "American Grain Trade," in which the necessity of doing something to attract the attention of the trade favorably—in short, advertising—was discussed. A number of letters received from dealers who had been wrestling with this problem emphasized the point that results can actually be obtained by publicity work which is carefully and intelligently done and consistently kept up.

It is admitted, at the beginning, that it is difficult if not impossible to trace direct results in the grain business from advertising and publicity work generally. The development of any particular transaction is usually the result of a number of factors, and, of course, the price quoted is one of the most important of these. It is for this reason that all too many grain men have got the idea that price is the whole thing, and that their business is different from every other in the world in that it does not pay them to advertise.

But the fact remains that concerns which are aggressive, and which are willing to spend a little money for postage, printing and a little space in some selected medium occasionally, gradually find their business growing and the number of concerns which they consider regular customers increasing. Putting two and two together, one is justified in assuming that while possibly advertising was not responsible altogether, it played an important part in bringing about the general result.

For the average grain man advertising, like the tariff, is a local issue. He is up against the proposition of covering a particular territory, rather than the wide, wide world, and for that reason the task of determining ways and means is more difficult, really, than it would be if he could sell his product to anybody, anywhere. He has about the same problem, in proportion, that the suburban storekeeper has compared with that of the big department store downtown. The latter has certain obvious means of advertising: the newspapers, its windows. The former must practically blaze the trail in his particular district in order to put his store on the map at all.

So the dealer who is confined to a particular section of the country knows right away that he isn't going to be able to buy \$5,000 pages in a nationally read magazine; and the local newspapers do not reach enough of his particular customers to offer much that is attractive. Hence, he is driven to the necessity of working out all sorts of schemes of direct advertising. In developing publicity stunts of this kind the live dealer has a good opportunity to attract attention and also obtain some real and tangible results.

Direct advertising, fortunately, may be as simple and inexpensive or as elaborate and costly as the advertiser wants to make it. For example, it can consist of nothing more than a blotter which is stuck into the outgoing letters. In this case the letter is not required to carry extra postage, and hence the advertising is velvet. All that it costs is the expense of having the blotters printed, and this is not great. Thus, in even as simple a way as that indicated, the grain man can advertise. In fact, the dealer ought to have some sort of "slip-in" of the kind indicated for regular use, in as much as he can thus get a certain amount of advertising, at least,

without any increased expense, and the distribution will take care of itself automatically.

Of course, some purely local advertising can be done. For instance, if the dealer is running a country elevator and wants to get the good will of the farmers of his territory, it would pay him to distribute a booklet or something else of value to them once in a while. He could note the publication of Government bulletins of interest to the farmers, and arrange to make his elevator the distribution place by getting enough copies to take care of the local demand. And when he had anything for the farmers, instead of spending money for postage, he could advertise this fact in the local papers, inviting each farmer to come and get his copy, or whatever it might be. In this way the farmers would have to come around, and the dealer would have a chance to pass the time of day and hand out the bulletin with his compliments. This would furnish an excuse for the personal contact which, under favorable conditions, is always the best advertising.

A young advertising man, who happened to be connected with a local lighting company down in the Southwest, was telling the other day about an experience he had several years ago, when a cotton oil man decided to market a cattle feed. He knew nothing about the proposition of promoting an article of this kind, though the advertising man thought it simple enough. What he did was to design a brand to go on every sack of the product, which contained a certain percentage of meal and hulls, showing the head of a contented-looking, well-fed cow. "Smith's Cow Feed Makes Fat Cattle," was the slogan which went with the brand.

The recommendation was that a lot of tin signs be made up with the brand and the catch-line, and these were put up all over that immediate territory. The advertising aroused the attention of the farmers and cattle-raisers, and the inquiries for the product became so great that the concern had no trouble in disposing of its output. The head of the business, who had never guessed the power of advertising, was amazed, and wanted to put the lighting man, who was an advertising expert as an avocation rather than as his regular job, at the head of his sales promotion department. The offer wasn't accepted, but at least one man had had his eyes opened to what a little intelligent publicity will do.

This is the sort of experience that a grain man would probably have if he got into the game right. That is to say, he has never given advertising, as a real, creative business force, the consideration it deserves. He has passed it by, with the possible exception of the use of his trade papers for advertising—and even these are not resorted to with any very definite hope of results, in many cases—with the belief that advertising was made for the people who are in the canned soup and breakfast food business. He makes neither, therefore he can't advertise. *Quod erat demonstrandum!*

One of the main difficulties which the novice experiences in trying to promote his business by means of advertising is to find something to say. That is, he doesn't see anything about his elevator or his methods of doing things that is out of the ordinary, and hence he finds it hard to make a start in writing his appeal for business.

Now, while it is true that even a bald announce-

ment such as "We want and will appreciate your business," is better than none, inasmuch as it at least makes the customer think of the grain dealer for a moment, it is usually the case that there are talking-points, if they can only be discovered. And, in addition, trying to find points of excellence about the business, for the purpose of advertising them, will usually disclose conditions which are not advertisable, and in this way will call attention to the need for better methods. That is what might be called a by-product of advertising. The man who is trying to write an ad gets on the outside of the proposition and looks it over critically; and even if he is examining his own business in this spirit, he will get a new angle on it, and will see things which need correction, and which previously had been escaping his attention.

Take for instance the operation of the cleaner. Other elevators may be cleaning their grain, but if they are not making any noise about it, you have an opportunity to feature the advantages of buying clean grain. One concern which has taken this and other similar points about its business and has made capital of them is Bossemeyer Bros. of Superior, Neb., who by means of constant advertising have made their "Double B Brand," which goes on everything they sell, popular and prominent in the trade in their territory.

On one of their little announcements is the statement, "Dirt and dust in ordinary grain and feed make the horses cough—and start the customers a-cussing. Double B grain and feed is recleaned. Buy it for grain satisfaction."

This is not the sort of argument that it would take a \$10,000-a-year copy-writer to evolve; and yet it is practical, brass-tacks logic that every buyer can appreciate, and it probably has more weight with the customers than the high-sounding generalities which might have been substituted for the simple but effective suggestion made above.

Another suggestion on the same topic used by this concern is found on a blotter bearing these words: "The word 'Recleaned' as applied to the grain business has assumed a new meaning since we have completed our new terminal house here at Superior." And the point is reinforced by using with the name of the firm, "Shippers of Choice Recleaned Grain." This is a real and positive selling point, and it is one that the concern can develop along legitimate and productive lines. People who get little ads of this kind are sure, ultimately, to associate Bossemeyer Bros. with clean grain, and vice versa; and an association of ideas of that sort is bound to be productive of business in the long run.

The same firm has used other kinds of advertising matter and other sorts of argument, the main object being to keep the name of the house before the trade in an effective way. "Some people's idea of economy is to use a two-inch lead pencil and get writer's cramp," is the way the "price buyer" is hit in one announcement. "There is a lesson in this for the buyer of grain."

Blotters have been found by this company to be an excellent means of advertising, since they are useful, and most of those who get them retain them. And the little messages which are printed upon them are thus sure of more than one reading, and as a matter of fact do get the eye of the buyer in more cases than one, as actual experience has demonstrated. The house believes in advertising, and though the methods it has used are simple enough, they have resulted in stirring up interest in the firm in its territory, and in getting its name printed on the trade map in larger letters, perhaps, than might have been required had not the various methods of publicity referred to been used.

Every grain concern, probably, has a separate and distinct problem, because its business is different from that of other grain houses. But every business man has the general problem of establishing himself, which means making his business known to the trade. How to do this is a question which will have different answers under varying conditions; but the effort in every case will be a form of promotion work which is advertising, no matter whether it is called that or not. And by whatever name the effort will be found to pay.

DECATUR'S NEWEST ELEVATOR

In the issue of the "American Grain Trade" for March 15, 1909, there was illustrated and described a concrete storage elevator which had at that time just been erected by the Macdonald Engineering Company, Chicago, for the American Hominy Company, at Indianapolis, Ind. This plant has since been in very successful operation and the American Hominy Company not long ago awarded the Macdonald Engineering Company the contract to build another elevator on somewhat similar lines for its plant at Decatur, Ill. The latter elevator, which has been completed, is shown in the accompanying illustration. The structure is of reinforced concrete, located adjacent and parallel to the old Suffern-Hunt Mill, with the receiving and operating

hopper of 2,000 bushels capacity. The scale and beam to be located on the first floor. There is one special leg used for transferring. One leg is used for re-elevating grain from scale hopper to storage bins and one leg for transferring and turning grain in the supply service for the mill.

The machinery equipment is electrically driven by means of separate motors with independent control for the various machines operated.

The output of the American Hominy Company is principally corn products and the storage is utilized for this class of grain. The greater part of the grain received is for the mill consumption, consequently, the direction of its movement is from the cars to the storage and from the bins to the mill. The operating machinery is located in the end of the building where a generous space has been provided

Italian account. Beyond this the Government will not take charge of marketing the Canadian crop.

Another problem will be the handling of the Argentina crop, which will also be undertaken by the international committee. Argentina has a large exportable surplus, but freights have been so high—equaling the cost of the wheat itself—that exports from that country have been seriously hampered, and, in fact, almost prohibited. It has been foreseen for some time that drastic action would have to be taken by the importing countries to take advantage of the wheat available in the South American country. Australian wheat is already being handled by the Government, while Indian shipments are also under Government control.

Purchases of wheat from American and Canadian sellers will be made f. o. b. seaboard. This will obviate the trouble and expense of cabling and securing freights, as the International Committee will be empowered to act in respect of all such details.

Some time ago it was very generally understood that the buying of wheat for the Allies would be done through the Morgan house in co-operation with Armour & Co. It is believed that a great deal of business was done in this way, but, with high ocean freight and the necessity for obtaining the Argentina wheat, some more comprehensive scheme had to be devised.

While the new arrangements may make some difference to individual exporters, it is hardly expected to make any material difference from the market standpoint, as prices are eventually regulated by supply and demand, and it does not matter what form the demand takes, or whether the buyers are one or twenty.

TEST CASE IN BALTIMORE

A case of great interest to grain exporters was started in the U. S. District Court at Baltimore, Md., on February 4, 1916, when Henry Beguin and Jacques Pichot, grain merchants of France, filed suit against John T. Fahey & Co. of Baltimore. The plaintiffs state that in July, 1914, shortly before the outbreak of the European war, the defendants agreed to sell and ship from Baltimore and deliver to Beguin & Pichot, at Havre, France, 2,000 quarters of No. 2 red winter wheat during August and 2,000 quarters during September at 18 francs 60 centimes per 100 kilograms.

It is further stated that the Baltimore firm failed to ship the grain as agreed upon and that subsequently, in accordance with the terms of the contract and in pursuance of the custom existing in the export trade, the matter was submitted to arbitration at the office of the London Corn Trade Association; the parties to the contract agreeing to be bound by award. The board awarded Beguin & Pichot 1,800 pounds sterling, the award being confirmed, with costs, in the High Court of Justice of the United Kingdom of Great Britain and Ireland.

The present suit is in the nature of a test case. It will undoubtedly furnish a precedent for numerous pending cases where contracts made before the war were rendered difficult to fulfill owing to rise of prices and the extreme scarcity of ships.

MERCURIAL MAY

BY RALPH O. JOHNSON.

May is causing a world of trouble again. Of course there are times when Dolly, Mabel, Maude and other fair maids cause trouble, but every year at this season May is more of a vixen than all the others combined: and the dickens of it is, she will continue her pranks for some months to come.

May is no "piker" at any time, and at present men are lavishing millions on her, with the hope that she will smile on them, and, after she has played with their dollars for a while, return them with a high rate of interest, for May at this season flirts with Dame Fortune more than any maiden since the time of Eve.

Men bet their money on May when she starts in her yearly race, and keep betting it as the race is run; and the farther May goes the more money they bet, even if she drops back in the early pace and looks like a "selling plater" alongside of a "thoroughbred," for when May gets in her stride she "burns up the ring" with her speed, and almost invariably she finishes like a "house afire."

There is every reason to believe that this year May will cause more "sensations" and "heartburns" than in any year of her history, and that she will play with the dollars of her admirers as she never played before. She is "favorite" in a race for more millions than have ever before been wagered on



NEW ELEVATOR AT SUFFERN-HUNT PLANT, DECATUR, ILL.
Constructed by the Macdonald Engineering Company, Chicago, Ill.

tracks occupying the space between the two buildings.

The new plant has a net storage capacity of 260,000 bushels. The storage bins are built cylindrical and enclosed by a straight wall running around the outside which makes the resultant outside pocket bins available for storage. The illustration shows the rear end of the building, looking through the track space which is protected in the vicinity of the receiving hopper by a roof spanning the space between the two buildings.

The elevator storage is provided with a deep open basement under the entire area of the building. The basement is liberally provided with light and ventilation above the ground line and contains two shipping conveyors by which all the bins in the storage part are emptied directly into the elevator legs. The receiving track hopper is an unusually large compartment, extending to center of receiving track and 16 feet in length.

There are three elevator legs having a capacity of 8,000 bushels per hour each. One of the receiving legs is used for the railroad receiving service, discharging to two double garnerers of 2,800 bushels each, which in turn deliver their contents to a scale

for special machines and dryers to be installed later.

Work was begun on the elevator in the early part of September, 1915, and the entire plant was turned over in first-class working order by the middle of December. The construction was under the supervision of Mr. B. G. Mering, engineer of the Suffern-Hunt Mill.

INTERNATIONAL COMMITTEE TO BUY GRAIN

The British, French and Italian Governments have adopted a new plan for buying grain. A committee has been formed and they will have an office in New York. Arrangements have been made with G. Rae Callender, member of the New York Produce Exchange, for the purchase of grain required.

According to the *Journal of Commerce*:

Financial details are expected to be taken care of through the London office, and ships are to be provided through Government control. It is understood so far that the purchases by this Committee will be of wheat and corn, but there is some doubt as to whether or not they will attempt to handle flour, or whether other arrangements will be made for that purpose. The Canadian wheat commandeered last November is being shipped out, and it is now said that it was for

her: and that she is confident the honor conferred upon her is well placed, is shown by the reckless manner in which she sweeps in the dollars and laughs as her friends force their wealth upon her.

May will take it all—millions, and millions and millions—and will laugh and cry, and make others laugh and cry with her: for May at times has no heart, no soul, and it would seem that her reckless use of money was but the “vampire” teasing you and me and all who know her.

Watch out for May! For with all her charm she is indeed a fickle May: for her full name is—“May Wheat.”

EXPORT GRAIN CONTRACT

Through the courtesy of George W. Blanchard, secretary-treasurer of the North American Export Grain Association, we are enabled to publish a copy of one of the original drafts of the new export grain contracts drawn up by that body and approved by the London Corn Trade Association, viz.:

CANADIAN AND UNITED STATES OF AMERICA GRAIN CONTRACT

Destination Clause:

The following deviation clauses to be considered as embodied in the contract:

White Star-Dominion Deviation Clause:

Vessels having option in addition to any liberty expressed or implied in this bill of lading to proceed to and to use any port or ports in any rotation for any purposes whatsoever whether in or out of or beyond the customary or advertised route and all such ports shall be deemed to be included in the intended voyage and to carry goods of all kinds, dangerous or otherwise, and to carry live stock and/or cargo on deck.

White Star Deviation Clause:

If and so long as the ship is insured against war risks insurance association under or in connection with a war risks insurance scheme of His Majesty's Government, the ship in addition to any liberties expressed or implied in this bill of lading shall have liberty to comply with any orders or directions as to departure, arrival, routes, ports of call, stoppages or otherwise howsoever given by His Majesty's Government or any department thereof or any person acting or purporting to act with the authority of His Majesty or of His Majesty's Government or of any department thereof, or by any committee or person having under the terms of the war risks insurance on the ship the right to give such orders or directions and nothing done or not done by reason of any such orders or directions shall be deemed a deviation.

Discharge Clause:

If documents are tendered which do not provide for discharging as above or contain contrary stipulations as regards discharge and/or demurrage seller to be responsible to buyer for all extra expenses incurred thereby.

Appropriation Clause:

The following additional words to be considered as embodied in the appropriation rule: Buyer shall on demand give seller written receipt of notice of appropriation.

Strike Clause:

If the contract terms require shipment from some particular port, and shipment is prevented or delayed by reason of riot, strike or lockout at such port, then this contract shall be deemed to be extended for the number of days that such riot, strike or lockout exists, provided notices of the outbreak and terminations of riots, strikes or lockouts be cabled by the shipper to his buyer (such notice to be passed on in due course) and confirmed by cable by the North American Export Grain Association to the London Corn Trade Association within three days of each event.

Extension of Shipment Clause:

The period herein specified within which bills of lading must be dated shall be deemed to include an addition period of not to exceed eight days when so desired by the shipper, provided he gives buyer notice of his intention to claim additional days by cable sent not later than the business day following the last day included in the originally stipulated period for shipment, such notice shall be passed on by other sellers to their buyers respectively in due course after receipt. Such notice need not state the number of additional days claimed by the seller, and the seller may ship at any time within eight additional days. The seller, however, shall make an allowance to the buyer, to be deducted on the invoice from the contract price, based on the number of days by which the originally stipulated period is exceeded, as follows: For 1, 2 or 3 additional days, 1 per cent of the gross c. i. f. price. For 4, 5 or 6 additional days, 2 per cent of the gross c. i. f. price. For 7 or 8 additional days, 3 per cent of the gross c. i. f. price.

If, however, after having given notice to the buyer as above, the seller fails to make shipment within such eight days, then the contract shall be deemed to have been called for shipment during the originally stipulated period plus eight days, at contract price less

3 per cent, and any settlement for default shall be calculated on that basis.

War Risks Insurance Clause:

Except when payment is to be made in America, buyers shall on receipt of notice of appropriation immediately cover war risks at their own expense, and shall if requested by sellers deposit cover note with bankers to be named by sellers, and subsequent buyers shall take over their account and at their expense such insurance to an amount not exceeding that required by their contract.

Rejection of Documents Clause:

No obviously clerical error in the documents shall entitle the buyer to reject them or delay payment, but seller shall be responsible for all loss or expense which such error may cause buyer.

Prepaid Freight Clause:

Freights may be prepaid at sellers' option on shipments to other destination than United Kingdom.

Appeal Rule Extension of Time:

On contracts made on or after May 15, 1915, in cases where either party to the contract is not resident in the United Kingdom, the time allowed for lodging notice of appeal shall be extended, until further notice, to 21 days from date of an award issued by arbitrators appointed by the disputants, and 21 days from date when an award of official arbitrators shall have been taken up.

BILL OF LADING CONFERENCE

In accordance with the resolution passed by the Council of Grain Exchanges, on January 31 and February 1, representatives from the various exchanges and grain dealers' associations met in Chicago to consider the bill of lading. On the first day the committee adopted a bill of lading which was satisfactory to all present. On the second day the committee met in conference with the National Industrial Traffic League, which also had a bill drawn up. The principal difference between the two proposed wordings was in Sec. 3 which provides for the payment for loss or damage.

The face of the bill of lading as proposed by the committee reads as follows:

Received, Subject to the classifications and tariffs in effect on the date of issue of this Original Bill-of-Lading, at, 19...., from, the property described below, in apparent good order, except as noted (contents and conditions of contents of packages unknown), marked, consigned and destined as indicated below, which the carrier agrees to deliver at the usual place of delivery at said destination subject to conditions on back hereof not inconsistent with law.

The conditions on the back of the bill were amended to read as follows:

Section 1. The carrier or party in possession of any of the property herein described shall be liable to the legal holder of the receipt or bill of lading or the lawful owner of the property or to any party entitled to recover thereon, for loss thereof or damage thereto, to the extent exempted by law.

Section two was eliminated as it is in direct opposition to the Carmack Amendment.

Section 3. No carrier is bound to transport said property by any particular train or vessel, or in time for any particular market or otherwise than with reasonable dispatch, unless by specific agreement endorsed hereon. Every carrier shall have the right in case of physical necessity to forward said property by any railroad or route between the point of shipment and the point of destination, not inconsistent with the right of shipper, hereby acknowledged, to the benefit of a route via which the lowest rate of freight applies; and if such diversion shall be from a rail to a water route the liability of the carrier shall be the same as though the entire carriage were by rail.

The amount of any loss or damage to property, or loss or damage due to delay in delivery thereof under this Bill-of-Lading for which the carrier is liable, shall be the actual cost of replacement by, or reimbursement to, the owner thereof as soon as such loss or damage is ascertainable by said owner, unless a lower value be herein represented in writing by the owner, in which latter case the owner's value, so declared, shall be the basis of settlement, including freight charges, if paid.

Claims or notice of intention to file such claims for loss, damage, injury or delay must be made in writing to the carrier within six months after delivery of the property; or, in case of failure to make delivery, then within six months after a reasonable time for delivery has elapsed; except in cases where the loss, damage, injury or delay complained of is due to carelessness or negligence of the carrier.

Suits for recovery of claims for loss, damage, injury or delay shall be instituted within two years after delivery of the property; or, in case of failure to make delivery, then within two years after a reasonable time for delivery has elapsed; provided, where such claims have been filed with and declined by the carrier, in whole or in part, the two-year period in which to bring

suit shall date from the time notice is received by the claimant from the carrier of the latter's refusal to pay said claim.

Any carrier or party liable on account of loss or damage to any of said property shall have the full benefit of any insurance that may have been effected upon or on account of said property, so far as this shall not avoid policies on contracts of insurance.

Section four was eliminated.

Section 5. Property not removed by the party entitled to receive it within forty-eight hours (exclusive of Sundays and legal holidays) after legal notice of its arrival has been duly given, may be kept in car, depot, or place of delivery of the carrier or at its warehouse subject to reasonable tariff charge for storage, or such property may be removed to and stored at a public or licensed warehouse: Provided, that if the property consists of bulk grain, it may be stored with other grain of same kind and quality in a public or licensed warehouse or elevator, upon due notice to consignor, subject to a lien for freight and other legal charges, including reasonable charges for storage.

Property destined to or taken from a station, wharf, or landing at which there is no regularly appointed agent, shall be, except through negligence of the carrier, at risk of owner after unloaded from cars or vessels or until loaded into cars or vessels.

When carload freight or perishable less than carload freight is refused or undelivered at destination, the carrier shall notify the consignor immediately.

When non-perishable less than carload freight is refused or undelivered at destination, the consignor shall be notified thereof within five days thereafter.

Sections six, seven, eight and nine were, upon motion, eliminated, as the Cummins Act changed the conditions of tariffs and liabilities covered by these sections.

Section 10. Any alteration, addition or erasure in this bill of lading which shall be made without an endorsement thereof hereon, signed by the agent of the carrier issuing this bill of lading, shall be without effect, and this bill of lading shall be enforceable according to its original tenor.

On February 2 the grain committee, members of the Industrial Traffic League and the railroad attorneys met with Lawrence Satterfield of the Interstate Commerce Commission and presented their various views. E. P. Smith, attorney of the Omaha Grain Exchange, spoke for the grain trade as follows:

“The Council of Grain Exchanges, representing the principal terminal markets in the United States, through a committee appointed for that special purpose, has given careful attention to the preparation of a bill of lading that in its judgment meets the requirements of the law and the needs of the shippers, and the rights of the carriers, having in mind the law as it has been amended from time to time down to and including the Cummins Amendment of 1915.

“The purpose of the Council of Grain Exchanges, in attempting to formulate a bill of lading, was to simplify the bill of lading as far as possible and to eliminate all provisions therefrom that tend to confusion or that attempt to interpret the law. It was their view that it was neither the province of the carriers nor of the shippers to interpret the law, and therefore any statements contained in the bill of lading, attempting to define the conditions under which the carrier would or would not be liable for the loss or damage to goods while in its possession, were not only improper but would tend to confusion rather than to make plain.

“The recent acts of Congress, including the Carmack and Cummins Amendments, have so clearly defined the rights of shippers and the obligations of carriers, and have expressly forbidden the making of contracts limiting or enlarging those rights or liabilities, that many of the provisions in the present bill of lading are directly contrary to law and should therefore be eliminated.

“The bill of lading presented by the witness Bentley is the result of the joint labors of the Council of Grain Exchanges and of the National Industrial Traffic League. The Council of Grain Exchanges began its session on Monday morning of this week. After concluding its labors, it met with representatives of the National Industrial Traffic League and the bill of lading here presented is the result of their joint efforts. It is believed that this bill of lading gives to the shippers no rights not granted to them by law and removes many of the conditions and limitations now contained in the present bill of lading, which are in violation of law, which would

ARBITRATION DECISION

not be sustained by the courts, but which do enable the carriers to take advantage of shippers who are not fully advised as to what their legal rights are.

"The third section of the conditions on the back of this bill of lading, dealing with claims for loss or damage in transit, is the most vital from the standpoint of the shipper, and it has received very careful consideration. We realize that it is difficult to put into a bill of lading any provision establishing a basis for the adjustment of claims for loss or damage in transit that will meet every condition and apply to every character of traffic.

"The Cummins Amendment makes the carrier liable 'for the full actual loss, damage or injury to such property, caused by it or by any common carrier, railroad or transportation company to which such property may be delivered or over whose line such property may pass.'

"If we sought to insert into this bill of lading any provision, the effect of which would be to enlarge the liability of the carrier, then we must expect that the carrier would defend against it in the courts, and would no doubt successfully do so, on the ground that the liability of the carrier as fixed by the Cummins Amendment could not be enlarged by contract. On the other hand, if any provision is inserted which limits or reduces the liability of the carrier below that expressly fixed by law, then the shipper could successfully defend against that provision under the terms of the Cummins Act, which expressly makes void 'any such limitation without respect to the manner or form in which it is sought to be made.'

"It was therefore thought best to merely incorporate in the bill of lading a provision that the carrier should be liable for the full actual loss, damage or injury, including freight charges, if paid, and then leave it to the facts in each particular instance to show what that loss or damage was.

"I am directed, however, by Council of Grain Exchanges to say that if any basis is incorporated in the bill of lading, to be applied in the settlement of these claims for loss or damage, then the basis should be the following:

"The amount of any loss or damage to property, or loss or damage due to delay in delivery thereof, under this bill of lading, for which the carrier is liable, shall be the actual cost of replacement by, or reimbursement to, the owner thereof as soon as such loss or damage is ascertainable by said owner, unless a lower valuation be herein represented in writing by the owner and the rate be based thereon, in which latter case the declared valuation shall be the basis of settlement, including freight charges, if paid."

"The Council of Grain Exchanges is very willing to accept the bill of lading as presented by Mr. Bentley without the incorporation of the clause I have just read, but if any basis is to be incorporated in the bill of lading, or if in the judgment of the Interstate Commerce Commission, some basis for the adjustment of these claims must be carried in the bill of lading, then the Council of Grain Exchanges insists that the provision I have just read should be incorporated.

"The provision carried in the present bill of lading, relative to bona fide invoice, is not only unfair to the shipper but in our judgment is contrary to law, forbidden by the Cummins Amendment, and could not be sustained in court. We believe that in addition to serving as a receipt for the goods the bill of lading should be so simple in its provisions that the average shipper can read and readily understand it.

"This proposed bill of lading has back of it not only the Council of Grain Exchanges, representing, as I have said, practically all of the terminal markets in the United States, but I am authorized to say that it has back of it the endorsement of the Grain Dealers' National Association and affiliated organizations, representing practically every shipper of grain in the United States."

NORWAY has perfected plans for a grain monopoly. A million dollars a year will be necessary to pay the special officials and a capital of \$20,000,000 will be used.

Both the claim and counter-claim were denied by the Arbitration Committee of the Grain Dealers' National Association in a case growing out of the sale of three cars of oats by the Howe Grain & Mercantile Company, of Howe, Texas, to Lee D. Jones, Memphis, Tenn. The oats were bought at 49½ cents, enroute, Memphis terms, on August 5. Defendant wired for car numbers and a week later received the numbers and notified the Inspection Department at Memphis to inspect cars on arrival. A week later the inspector discovered that two of the cars had arrived on August 9, consigned to J. M. Williams & Co. On August 17 plaintiffs discovered that the third car number given was an error and upon notice of correction the defendant found that the third car had been received and delivered with the others.

Defendant refused the cars on the ground that plaintiffs failed to provide for delivery, and offered to handle the oats for shipper's account. A price of 45 cents was agreed upon as a basis of a claim of 4½ cents per bushel or \$142.63. Defendants set up

a counter-claim on the ground that they could have sold the oats on August 9 for 54 cents, making a claim for the same amount. The decision was:

"(1) That the plaintiffs, having a knowledge of the cars enroute, should not only have furnished the defendant promptly with the correct car numbers, but should have arranged with their agent, the carrier, for the proper delivery of the shipments.

"(2) That while failure to arrange such delivery and notification may not have vitiated the letter of the contract, yet the delay consequent in locating the shipments resulted to deprive the defendant of the benefit to be derived from quick delivery.

"(3) That the counter-claim of the defendant is based on presumptive profit from the sale of the oats at the time of inspection, which, although the actual time of delivery was in no wise guaranteed by the original contract, and that the plaintiffs in no manner by the terms of their contract guaranteed the profit to be derived from early delivery.

"For the reasons set forth above, the Committee decides that both the claim of the plaintiffs and the counter-claim of the defendants be denied, and the costs divided equally."

OUR VISITORS



THE horticulture of business is a branch of modern learning which is studied by only a small number of people and really mastered by few. Some are born to business, others have business thrust upon them and still others enter it premeditatedly, having planned and thought out most of the details beforehand. In the last-named class belongs R. M. White, D. B. H. (Doctor of Business Horticulture) of Duluth, Minn.

Less than a year ago Mr. White—known chiefly as one of the leading authorities on hay in the Northwest—started the first little seed. From this has grown the good-sized grain business which bears his name. And in the early stages of its growth he guarded it from the pests and parasites to which all businesses are subject. It grew and developed at a rapid rate and today is one of the hardiest and strongest specimens of its kind in the Northwest. We can only look on with amazement and exclaim in the words of the immortal Shakespeare, "Some gardener, eh?"

EVERYBODY who's been to Milwaukee knows the Chamber of Commerce. The tall and imposing building can plainly be seen from the harbor. The rubber-neck wagon lecturers point to it with a pride that diminishes not with repetition. The citizens of Milwaukee themselves are keenly interested in the C. of C. But just between us, gentle reader, we are not interested so much in the building as we are in the body of men it houses. And of the lot there stands out most prominently one man, the secretary.

One of these days, say about 1950, that man will be shot at sunrise, or more probably, electrocuted or "radiumized" at daybreak, who insinuates that an exchange secretary's job is a sinecure. We know some million and ninety-nine other jobs that we'd personally prefer to tackle first. Perhaps this is why we admire exchange secretaries so much. Certainly we esteem very highly the capable man who stands "on guard" at Milwaukee—Secretary H. A. Plumb.



Published on the Fifteenth of Each Month

BY

Mitchell Brothers Publishing Co.

OFFICE:

**Manhattan Building, 431 South Dearborn Street
CHICAGO, ILL.**

A. J. MITCHELL.....Business Manager

 Subscription Price - - - \$1.00 per Year
 English and Foreign Subscription - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, FEBRUARY 15, 1916.
**Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.**

GOING AFTER THE GRAIN GROWERS

THE extended trip of President Wilson through the Middle West in the interests of his preparedness program brought him before the constituency most hostile to his plan. The agricultural West is generally opposed to any considerable increase in the standing army or other proposed measures. No grain association has given evidence by formal action that the dealers are influenced more by their farmer patrons than by other considerations, but we are inclined to believe that the average grain dealer is in close enough touch with the pulse of the world to be fully aware that America, unprotected, is in a position to defend neither its own borders nor the Monroe Doctrine.

A very considerable change has been wrought in political and economic thought by the war, and the change has made the future path of this country more difficult and dangerous than it has ever been before. We have become aggressive seekers of foreign markets, which is the primary cause of most wars; our middle course in diplomacy has been resented by many adherents of both sides of the present struggle; and the general increase in war armaments has given a new significance to the "arbitration by arms" doctrine. The dark shadow of Bismarck's policies has eclipsed the light of peace for humanity's sake, and America cannot renounce its obligation nor remain insensible to its present needs.

The grain trade is, of all commercial groups, in closest relations with foreign countries. It is in a position to realize better than other citizens the importance of continued peace, and if President Wilson, a pacifist in principle, with evidence before him of which we, perhaps,

know little, considers this question of enough importance to make his appeal direct to the Western people; even to the extent of leaving Washington at this critical time, the least the trade can do is to give the preparedness program its most earnest study and unbiased judgment.

GAMBLING IN GRAIN

WONDERFUL are the sinuous paths of governmental logic. O. D. Anderson of the Agricultural Department at Washington, who has been devoting his time to accounting systems for country elevators, recently made a statement before a co-operative association meeting which will have the endorsement of every four-flushing speculator who tries to side-step his obligations. After recommending the hedging of grain by the country shipper on all purchases, he said: "If you buy 1,000 bushels of grain and hold it for one week you certainly bought a future and you may sell it a week later and lose. As long as the market goes up you are safe, if it goes down you are gambling." More than one weak-kneed son of chance has figured his operations in the same way; and some of them get away with it, thanks to a timorous or illogical judiciary.

Hedging is gambling or it is not gambling, win or lose. Speculating in futures or speculating in grain holdings is a whelp of the same breed, although the coat may be of a different color. Why gum up a straightforward issue by using terms that have so many meanings, unless the specific definition of the word is given? J. C. F. Merrill has adequately defined the difference between speculation and gambling, and the outcome of the transaction alters it not a whit.

A CASE FOR LOCAL MEETINGS

UNPROFITABLE practices were discussed at two recent association meetings, which could best be met and handled at local gatherings rather than by a state association as a whole. At the annual meeting of the Missouri Association, Lee G. Metcalf, president of the National Association, called attention to the enormous losses each year from corn which is shelled before being thoroughly cured. The direct cause of this loss, he pointed out, is the eagerness of each dealer to get the farmer's corn before his competitor does, as a consequence he takes the corn before it is ready and the losses, both in shelling and in spoiling, result. All of the dealers in a proscribed district could get together on this point, agree to handle no corn until it was entirely cured, and all of them would profit by the agreement.

At the Michigan Association meeting, which was attended largely by hay dealers, the practice of buying hay in the stack or mow was vigorously condemned. This unprofitable habit could be easily stopped by an informal conference between local hay dealers. While the growth of the local meeting idea has been growing, it has not received near the attention it deserves. Many of the abuses in the trade result from the urge to beat the nearest competitor. The dealer at the other end of the state

doesn't cause any worry. Because of the intensity of this local competition both or all dealers take innumerable chances of loss which are fair neither to the trade nor to themselves. The local meeting provides a means of threshing out problems which have no place in the programs of the state or national associations. They may be peculiar to a particular community and will have to be settled there. The next great forward step in the grain business will be the result of more and franker local conferences.

THE OFFICE OF MARKETS

IN THE short time that it has been organized it is, perhaps, too much to expect that the Office of Markets and Rural Organization of the Department of Agriculture would have discovered anything startling or projected a revolution in the departments which it is investigating, but we confess to some little disappointment in the annual report which has just been published along the lines in which the grain trade is particularly interested.

A considerable part of the report deals with the co-operative movement and the admirable results which have been attained. A total business of nearly a billion and a half of dollars is credited to co-operative societies, when as a matter of fact real co-operation is only fairly begun in this country. To Irish and German rural economists, those countries having been leaders in the movement, American so-called co-operation is something of a joke, as a large proportion of the companies which do business under that title are not co-operative at all, but merely joint stock companies of farmers who exploit the popularity of the name.

Another phase of the matter which receives little or no attention is the effect of co-operative buying on the rural tradesmen. In a great many instances co-operative buying by farmers' associations have seriously injured the business of the country towns. The ultimate effect of this is a great problem—the great problem it seems to us connected with the movement, and yet little attention seems to have been paid to the subject.

On the other hand the studies of the Office have covered important fields and the work has already shown admirable results, especially in the investigation and report of the condition of the markets for perishable produce, the work having lessened the usual congestion in many of the markets by directing produce to other places where there was a greater immediate demand.

CORN FLOUR

THE corn flour manufacturers were not successful in getting the National Association to take sides with them in their attempt to repeal the tax on mixed flour. The National Association wisely declined the issue as out of its province. The Honorable Henry T. Rainey, of Illinois, is the chief spokesman in Congress for the repeal of the law and his arguments in behalf of the corn grower are many and vociferous. He tells us that 20 per cent of corn flour added to wheat flour improves the bread and makes it cost less. Corn flour can be bought on the market anywhere, so that if any housewife wishes to improve her bread in this

way she can easily mix the flours at home. We will give odds, however, that Mr. Rainey, and even the corn flour manufacturers themselves, use pure wheat flour in their bread in spite of its greater palatability (?) and cheapness (?) when combined with corn. About three per cent of our corn crop is used for human consumption. Most of this is in the form of corn meal in the Southern and Eastern States, so that the amount used in the manufacture of corn flour is hardly large enough to stir the united grain trade to action in an issue which would make lots of trouble and profit no one but a few corn millers. Incidentally about 90 per cent of the corn flour is made by a few corporations which rival in size the largest wheat milling companies.

A PROFITLESS OCCUPATION

AT THIS time the absolute zero in occupations is predicting the price of grain for the next few months. We read occasionally of fortunes made in pyramided trades. The consistent bulls have reaped a harvest. The losers keep silent as a rule. Everyone who is interested at all in the grain trade does a little private prophesying now and then, even though he may be too wise to back his guess by speculative sales or purchases, but we wonder how many, if they kept track and reported honestly, could say that more than half their guesses had run true to form. Not many.

Ordinary guides have been lost in the maze of martial uncertainties. World sources of supply are made available, not by economic rule, but by transportation vagaries depending on causes over which we have no control and which are beyond foretelling. Domestic conditions are hardly less mystifying, so that there have been few times when speculation in grain, aside from hedging, has been closer to a pure gamble.

OUR FIGHTING FARMERS

GRAIN pit speculation has always been a sore point with farmers, or at least with men who were supposedly talking or writing for them. The basis of the attack is always that grain prices are made in the grain pits of the exchanges and that the farmer is at the mercy of the speculator. State and national investigations of these charges have been made at the instance of representatives of rural districts—one is in progress at the present time—and it can be fairly stated that the agriculturalists have always felt that their interest and those of the grain exchanges were directly opposed.

Now as a matter of fact we have rarely if ever witnessed in this country a more unlicensed indulgence in speculation than the farmers are exhibiting at the present time. Those who are fortified with a bank account or credit, and most of them are after their recent prosperous seasons, are holding their grain for higher prices, and the most persuasive arguments of grain buyers cannot pry it loose. Whether this grain is held on the farm or in elevators, it costs them, according to John H. Rich, Federal Reserve Agent for the Ninth District, at the rate of from 17 to 21 per cent. When urged to sell his grain at the present

highly remunerative price to avoid these carrying charges and then, if he felt so confident that the price would go higher, to hedge his sale, the farmer replies that he couldn't do that because it would be speculating. Just where he draws the line between his method and that of the trader in margins has been and forever will be a mystery. Not only is he speculating, but he is keeping thousands of dollars tied up as against hundreds by the other method, is probably forcing his grocer to carry him an unreasonable time and may be straining his banking credit.

On the other hand, there is quite a sizeable representation on the farms who soft pedal their impeachment of the exchanges so long as things are coming their way, who buy on margin on a bull market, as witness their generous support of the bull side at present, and who become militant reformers only when they are losing money on their trades or receiving a low price for their grain. It is plain, therefore, that the fighting farmers are fighters only for their individual gain, and that the occasional cant about "principle" is just the sheep skin which hides the wolf.

THE WAREHOUSE BILL

THE House Committee on Agriculture has reported out the Lever Warehouse Bill (H. R. 9419) and recommended it for passage. It has been known all along that the sponsors for the Moss Bill or Grain Grades Act have felt that that measure was merely preliminary to the passage of the Warehouse Bill which was considered to be the crying need of the country at large. This bill has been severely criticised by the Legislative Committee of the National Association, Mr. Reynolds going so far as to condemn it utterly. On the other hand it has advocates just as enthusiastic and sincere.

While the main features of the bill are familiar to many readers, a few points it presents may bear repetition. Sec. 4 authorizes the Secretary of Agriculture to issue license to warehousemen, to conduct a warehouse, etc., while Sec. 9 empowers him to license a person not a warehouseman to receive grain, etc., and store them in his warehouse. Sec. 11 gives the Secretary power "in his discretion" to issue to any person a license to classify any agricultural product stored and to certify its grade or class. Sec. 15 makes it mandatory that all grain, etc., stored in licensed warehouse shall be graded, and this grade must be stated in the receipt (Sec. 18-g). Sec. 16 requires that grain of same grade only can be mixed.

Other sections of the bill are as interesting perhaps, but their recital might be tedious. The primary purpose of the act is, of course, to standardize grain receipts, making them marketable and negotiable at all times. This the act would undoubtedly accomplish, as food products or their equivalent are the most fluid collateral handled by banks, and the warehouse receipts would always be protected by bond. Another virtue of the bill is that it would tend to stop free storage. From the shippers' standpoint, however, the bill offers many objections. Practically every warehouseman would have to become a government inspector, liable under the

act for errors, with penalty of cancellation of license or, in some cases, of fine not exceeding \$500. He cannot mix grades of grain. This would require infinite multiplication of bins or else grading on such wide margin that trouble might easily result if a farmer chose to make complaint. These difficulties are hard to reconcile with successful working of the act, but we can be sure of one thing: There will be a great effort made to pass some kind of a warehouse bill; it is up to the grain trade to frame one that is workable.

WHEN TO PUSH CO-OPERATION

SPeAKING before the annual meeting of the Farmers' Co-operative Association of South Dakota, Clarence C. Caldwell, attorney-general of that state, said:

If private capital is buying the farmers' grain at a price that nets to the purchaser only a reasonable profit on his investment, and if the service furnished is adequate and satisfactory to the public, the co-operative farmers' elevator cannot succeed. * * * But where the field occupied by the co-operative concern is not covered by private capital or is not covered adequately and efficiently, then there is room for the co-operative concern, and that concern if properly managed, ought to be operated successfully.

This brief paragraph sums up the whole strength and weakness of the co-operative movement; as a protection against injustice or inefficiency or as a serviceable way of occupying a virgin field. There is no more sense in three or four co-operative companies organizing at the same station (unless the supply of grain warrants such an abundance of service) than for one co-operative concern to start in a field occupied by fair, honest dealers.

A MISSISSIPPI GRAIN FLEET

THE Inland Navigation Company of New York, a \$9,000,000 corporation, has announced its plans for reviving the river traffic on the Mississippi. The company is backed by English and New York capital, and the prospectus is the most encouraging that has been published in many years. Thirty-six power barges of from 1,600 to 5,000 tons capacity are under construction and will be ready for service in March. They will make regular scheduled trips from Minneapolis to New Orleans with an express service of 18 miles an hour upstream and 24 miles down, and a slower service making respectively eight and twelve miles an hour. The barges will be self-propelled and are of such light draft that they can be accommodated in the present channel at all times. Each boat will be equipped with wireless service, so that reconsignment of grain shipments can be made at all times.

This is by far the most comprehensive plan of reviving the river traffic that has been started. The times and temper of the trade are ripe for it and success seems certain. Minneapolis, Davenport, St. Louis and New Orleans have begun the improvement of their river fronts so that freight can be handled to the best advantage, and with the added stimulus which this service will give the other cities along the great stream will have to fall into line. Comparative rates have not been announced, but they will undoubtedly favor the water route.

EDITORIAL MENTION

Keep the cars moving.

A satisfied customer is the best asset of a grain dealer.

February is half gone. It is a villainous month and we're glad of it.

How many new members have you obtained for the National Association?

Mouldy hay is condemned by the Department of Agriculture under the Food and Drug Act. Well, it ought to be.

Send your claims to the Claims Department of your state association for collection. Don't be a drag on progress.

Speaking of bankers: Their maxim is, "And now abideth capital, ability and character; and the greatest of these is character."

Preach co-operation and then file your own claims without sending them to your association. Lots of other four-flushers are doing it.

It looks more encouraging for shippers and railroads to be getting together on scale inspection. Hats off to Oklahoma for leading the way.

Kansas City has instituted their Kaffir futures market. The growing importance of this sorghum has long warranted a place for it on the quotations board.

State inspection in Kansas was doubled last year over the year before although such inspection is not compulsory. The inspection force has been increased from 18 to 85. Is this cause or effect?

The Curtis Hay Inspection Bill provides for payment of inspectors with the fees earned and carries no appropriation. This is a strong argument at Washington, so get busy, gentlemen, if you don't like the bill.

At the Government Experiment Station at Chico, Cal., there are 1900 distinct varieties of wheat under observation. Bear this in mind when you consider the "bin for every grade" provision of the proposed Warehouse Bill.

The National Equit Co-operative Union, having nothing to do with the St. Paul organization, as the leaders are careful to point out, are planning to open an office at Kansas City and buy a seat on that exchange. No wonder they don't want to be confused with the Northwest helraisers.

When the Federal Reserve Board ruled that elevator receipts could be rediscounted lots of farmers and grain dealers in the Northwest thought that all they would have to do would be to present their receipts at the Federal Reserve Bank at Minneapolis and get their money. The Reserve Bank doesn't deal with individuals and the situation wasn't changed a bit. Get

right with your home banker. He is always the man to go to.

The Canadian Government is forwarding large quantities of the commandeered grain at the head of the lakes by rail "for domestic purposes." Canada is profiting financially from the war, but is paying liberally in human sacrifice.

The railroads have a soft snap since the I. C. C. gave their rental decision. They can put their own valuation on their right of way sites and get away with it. Why not tax them for their whole right of way pro rata of their own valuation?

Taking into account the shrinkage, it is just as profitable for the farmer to sell corn in December at 50 cents as to sell it the following October at 60 cents. The best time to sell corn is just as soon as it is properly cured to shell without waste.

Corn, rice, oats, wheat, flour and rolled barley are now admitted to Mexico free of duty. Not only free, but at starvation prices. We would hate to take the chance in the next world of those Mexican leaders who have brought such misery to that unhappy country.

When the Allies bought the surplus grain of Roumania for \$50,000,000 they accomplished three things: they made it impossible for the Central Powers to add to their food supply; enlarged their own possible source of supply; and gave an added impetus to entente sympathy.

Even the inclement weather of the Northwest did not prevent some creditable records in the boys' corn clubs of Minnesota. The champion of the state, Vernon Adams, of Winnebago, aged 16 years, grew 88.6 bushels of dry shelled corn on one acre of land. Not bad for the best of weather.

The Illinois Grain Dealers' Association and the Farmers' Association of the state have joined hands in their petition to the Public Utilities Commission to regulate rentals of railroad sites for elevators. The two associations have everything in common and could often work together to good purpose.

Probably one of the most comprehensive surveys of seed corn ever conducted in any state is now being made by Immigration Commissioner McCaffee of South Dakota. The need of native seed corn in that state is urgent and everyone with good corn is being canvassed, to prevent, if possible an influx of unclimated seed from the South.

When you read the bullish or bearish estimates put out by various firms or individuals and there are plenty on both sides, just consider whether that person is apt to be most interested in the buying or the selling end of the deal. Add salt to taste, and then make up your own mind, based on actual conditions rather than on scare features. These are some of the features to bear in mind: On the bull side; crop damage; decreased acreage; February condition report; war demand, and green bug. On the bear

side: Our tremendous crop; increased surplus in Canada, Argentine and Australia; world's economy in consumption as a result of war.

Stringent seed laws, like many other measures aimed to correct abuses, are often opposed by short-sighted seed men. But it has followed, wherever such laws are put into effect, that the opponents are the ones who eventually benefit most from the law. The purity and vitality of seed needs protection everywhere.

The sentiment for bulk handling facilities in Argentine continues to spread in that country. Conditions are more prosperous there now than they have been for a long time, and a general program of elevator construction is expected to be put into effect. Our own Pacific Northwest still clings to bags, even at 10 cents apiece.

Grain, potatoes and hay in North Dakota aggregated 10,742,999 tons. Of this amount 6,000,000 tons has to be handled by wagon, the aggregate being 42,000,000 ton miles, the cost being \$6,300,000 or 3.8 per cent of the part that is moved. Road improvement, it is estimated, would cut this cost 50 per cent or more. Does it pay?

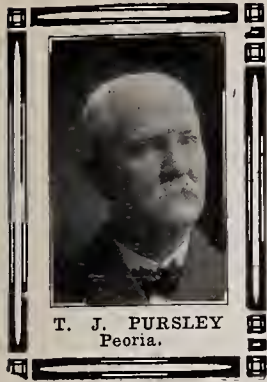
The bucket shop, like other gambling dens, raises its head wherever and whenever the authorities relax their vigilance. On February 6, 12 such shops were raided in 11 Ohio towns and a mass of evidence of illegal practice was obtained. To the credit of the Chicago Board of Trade be it remembered that the fight on bucket shops originated there.

There is a state law in Kansas which requires railroads to furnish 10 cars or less within three days after the receipt of written order for same; order for cars over 10 and up to 30 in number must be filled within six days. The railroad is liable for a fine of \$5 per car per day for failure. This law has been declared constitutional. Why don't the suffering Kansas shippers get busy and apply the law?

Trial courts have recently construed the Carmack amendment to mean that when a bill of lading had been indorsed in blank and turned over to the purchaser, and when such purchaser surrenders said bill of lading to the carrier, the original shipper is no longer "the lawful holder" of the bill of lading and cannot recover for any lost portion of his shipment. Upon advice of council for the Association Illinois shippers are appending the following notice to carriers on their bills of lading:

Please take notice that the endorsement of the attached bill of lading, and its surrender to the carrier at destination point, is upon condition that if any of the freight covered by said bill of lading shall be lost in transit, the said bill of lading shall remain in force and effect as to any such lost freight, and the said bill of lading shall be considered the property of the consignor, and he shall be considered the lawful holder of said bill of lading and the owner of any property lost in transit and which may be covered thereby.

This condition obtains over the entire country, and until higher courts have passed upon the matter all shippers would do well to follow this lead.

T. J. PURSLEY
Peoria.

NEWS OF THE TERMINAL MARKETS

DAN. MULLALLY
St. Louis.

K. C. GRAIN CLUB DINES

The members of the Kansas City Grain Club gave a dinner at the Hotel Muehlbach the latter part of January, at which Guy A. Moore was elected president of the club for the coming year. C. A. Dayton was elected vice-president and N. F. Noland, secretary and treasurer.

RECEIPTS OF CORN

The receipts of corn at Chicago, Ill., aggregated 29,000,000 bushels for the quarter ending January 31. Peoria received 9,681,000 bushels during the same period, ranking second, and Kansas City came third with 9,542,000 bushels. Omaha ranked fourth in the amount received.

NEW OFFICERS AT CAIRO

The annual election of the officers on the Cairo Board of Trade was held late in January. Oris B. Hastings was re-elected president and John Thistlewood vice-president. Directors chosen were: H. E. Halliday, J. B. Magee, H. S. Antrim, E. G. Pink, R. H. Allen, W. H. Wood, P. T. Lanagan.

GRAIN SOLICITORS MUST HAVE LICENSE

A new rule has been put into effect on the Milwaukee Chamber of Commerce requiring grain firms to have their traveling solicitors take out a license for which an annual fee of \$5 is assessed. The rule is put into effect for the alleged purpose of eliminating discriminatory tactics on the part of solicitors.

ELECTION AT PHILADELPHIA

The annual election of officers in the Philadelphia Commercial Exchange, held January 25, resulted as follows: Louis G. Graff, president; C. Herbert Bell, vice-president; Jos. W. Beatty, treasurer. Directors—J. A. Kilpatrick, E. H. Price, Robert Morris, Geo. M. Richardson, Geo. M. Warner, W. H. Hahn, P. R. Markley.

OFFICERS ELECTED AT QUEEN CITY

The new officers who will serve the Cincinnati Chamber of Commerce for the coming year are: Wm. B. Melish, president; F. B. Beinkamp, first vice-president; A. E. Burkhardt, second vice-president; A. Clifford Shinkle, treasurer; J. E. McClain, secretary; W. C. Culkins, executive secretary. Directors included R. H. Wess and Frank J. Currus.

ELECTION OF OFFICERS AT MONTREAL

The annual general meeting of the Montreal Corn Exchange Association of Montreal, Que., was held in January, at which Thos. Williamson was elected president and T. H. Reeves treasurer. Committee on Arrangements—A. Geo. Burton, C. B. Esdaile, E. S. Jacques, J. R. Binning, Paul B. Earle, H. D. Dwyer, Jos. Quintal. Board of Review—Jas. Caruthers, Edgar Judge, Alex. McFee, A. P. Stuart, A. G. Thompson, W. I. Gear.

OMAHA GRAIN MERCHANTS AT HOME

The members of the Omaha Grain Exchange are now trading, and are housed in their own new eight-story steel, brick and stone building at Nineteenth and Harney Streets, Omaha. The building contains 300 rooms, practically all of which are occupied by grain firms or concerns closely allied with the grain trade. The entire west half of the upper story is occupied as the trading floor. The room is 50x80 feet, with height to the ceiling of 25 feet. The blackboard for quotations extends across

the south side of the room and 15 feet from the floor. It is of dark green. The floor is covered with dark green linoleum laid over the concrete.

The public opening and reception will not be held for several weeks. On January 31, the date of the first trading in the exchange hall, there were addresses made by President John B. Swearingen, G. W. Wattles, first vice-president; W. J. Hynes and Barton Willard of the building committee, and Secretary Powell. The tables were covered by lanks of flowers, huge bouquets of carnations and roses, gifts of the First National, United States National and various state banks and friends.

GRAIN CLUB HOLDS ELECTION

At the annual meeting of the St. Louis Grain Club held late in January, George C. Martin, Jr., of the Goffe & Carkener Company, was elected president;

GEO. C. MARTIN, JR.
President St. Louis Grain Club.

N. L. Moffitt, vice-president; W. B. Christian, secretary. Directors—F. W. Langenberg, Robert C. Valier, L. A. Cooksey, M. P. Parrott, W. T. Booking.

NEW ATLANTA COMMERCIAL EXCHANGE

Plans are being formulated rapidly for a new cotton and grain exchange at Atlanta, Ga. Its purpose will be to regulate and stimulate the grain business, cotton and cotton oil business in territory tributary to Atlanta and make of that city a greater center for trade in these products. All the leading grain and cotton men of Atlanta are interested in the proposed organization, it is stated, which will be known as the Atlanta Commercial Exchange.

THE VISIBLE IS THE GUIDE

The "Wagner Weekly" appearing February 11 has the following to say on February conditions:

"The grain statistics of February, however, are not in line with the ideas of 30 to 60 days ago. The wheat visible is too large and the March farm corn reserves show signs of being around 850 to 900 millions. Serious declines are often based on a serious change in statistics and emotion. Some former 'infallible' idea has failed. The strain of a 3 to 4 months' advancing grain market is immense. When serious liquidation appears, the demoralization of former buying forces may endure for some weeks.

"Thus, a positive turn to fast advances in the grains would not necessarily mean a resumption of general confidence or price permanence. The U. S. wheat visible of 67,000,000 is about the largest since the 1893 to 1896 period, when the February 1 visibles ran 66 to 83 millions. The visible is the

true wheat guide in February and March. Should the wheat receipts be maintained until March there will be little chance of an exhausted visible such as arrived last July."

ON THE PITTSBURGH GRAIN AND HAY EXCHANGE

Only one ticket was prepared for the members of the Pittsburgh Grain and Hay Exchange for the annual election which took place in January. This ticket was elected in its entirety and officers for 1916 are: D. V. Heck, president; James McCune, vice-president; John Floyd, secretary; W. A. McCaffrey, treasurer.

NO SCARCITY

Harris, Winthrop & Co. of Chicago say in their market letter closing the week of February 12:

"Local sentiment in wheat is intensely bearish and the temper of the trade is likely to cause overselling on breaks. We look for sharp rallies from time to time, but there seems to be sufficient wheat in sight to eliminate any suggestion of scarcity during this crop year, and to bring increased pressure on the advances."

NEW GRAIN EXCHANGE

At a meeting held late in January of the grain committee of the Little Rock Board of Trade of Little Rock, Ark., it was decided to form an organization to be known as the Little Rock Grain Exchange. Dan Daniel was elected temporary chairman of the new association and August Probst, temporary secretary. A committee was appointed to draft a constitution and by-laws and it was voted that the Exchange should be incorporated.

GOOD MEN HEAD CHAMBER OF COMMERCE

At the annual election on the Chamber of Commerce of Mobile, Ala., E. M. Bailey was elected president; W. M. Clemens, first vice-president; Aubrey Boyles, second vice-president; A. L. Staples, treasurer; R. G. Cobb, secretary and traffic manager. Directors are L. G. Adams, J. J. Blacksher, W. W. Croom, R. A. Christian, W. T. Goubil, M. W. Harrison, C. B. Herve, Martin Holbrook, L. C. Irvine, T. K. Jackson, Herbert Lyons, P. W. Maer, Harry Pillans, Jacob Reiss, F. C. Horton.

CHICAGO BOARD OF TRADE BUILDING

The project of the new Board of Trade Building at Chicago will be pushed forward energetically by President Jos. P. Griffin. The building committee composed of B. A. Eckhart, chairman, James Patten and Edward Simon have been meeting frequently and it is expected that plans for the new structure will be ready for submission to members of the Board by March 15. It is planned to make the dimensions of the trading hall about the same as the present one.

THE PRESENT OUTLOOK

Ware & Leland of Chicago say in their weekly letter of February 11:

"Foreign necessities in wheat seem to be as insistent as formerly and as the Argentine and Australian shipments continue very moderate it is assumed that the demand for our wheat is not likely to become any less. The ocean shipping situation does not show any improvement and it still appears as feasible that foreigners take our wheat as to go elsewhere. Upon this assumption and according to present facts, such declines as that which

occurred this week afford desirable opportunities to make purchases.

"Sentiment in corn has been encouraged by the recent show of strength at Liverpool and on account of conditions in the Argentina where crop prospects seem to be suffering, the possible exportable surplus being again reduced. These conditions warrant the presumption that a much keener foreign demand is likely to arise. The situation in corn seems to be a strong one technically and otherwise and a higher level of prices is quite probable."

REMINDS US OF PATRIOTISM

It is certainly worth while to pause a moment in reflection over the sentiments expressed by Pope & Eckhardt Company of Chicago at the opening of their market letter February 11:

"No session here Saturday; an occasion on which we may review the life and character of our martyred president—Abraham Lincoln—whose memory we honor and incidentally strengthen our sentiments and our loyalty to our own beloved country."

CHANGES IN MEMBERSHIP

Baltimore.—New members in the Chamber of Commerce are Maxwell C. Byers, Howard B. Jackson and Garnett C. Ball. Reported by Secretary Jas. B. Hessong.

Chicago.—The following have recently been admitted to membership on the Board of Trade: N. B. Nelson, Courtland S. Dines, John M. Sheeren, Paul H. Rice, Wm. E. Webbe, Eugene Cox, Jas. M. Hall, Edw. W. Bucken and Chas. Rockwell. Cary H. Bacon, John M. Greated, Patrick H. Rice, Edw. J. Loomis, Clive Runnells, John F. Jelke, Jr., Jas. H. Milne, Jos. G. Snyder and Sam'l C. Scotten have transferred their memberships. Reported by Secretary J. C. F. Merrill.

Duluth.—A. G. Tanton has been admitted to membership in the Board of Trade and R. C. Schiller and Earl W. Eames have withdrawn their memberships. Reported by Secretary Chas. F. McDonald.

Kansas City.—On the transfer of E. G. Rall, Geo. M. Vogt has been admitted to the Board of Trade, Boyd C. Moore on the transfer of E. F. Edgecomb and D. C. Bishop on the membership of C. E. Waldron. Reported by Secretary E. D. Bigelow.

Richmond.—R. M. Smith & Co. and T. A. Sommers have resigned from membership in the Grain Exchange. Reported by Secretary Y. E. Booker.

I. P. RUMSEY HONORED

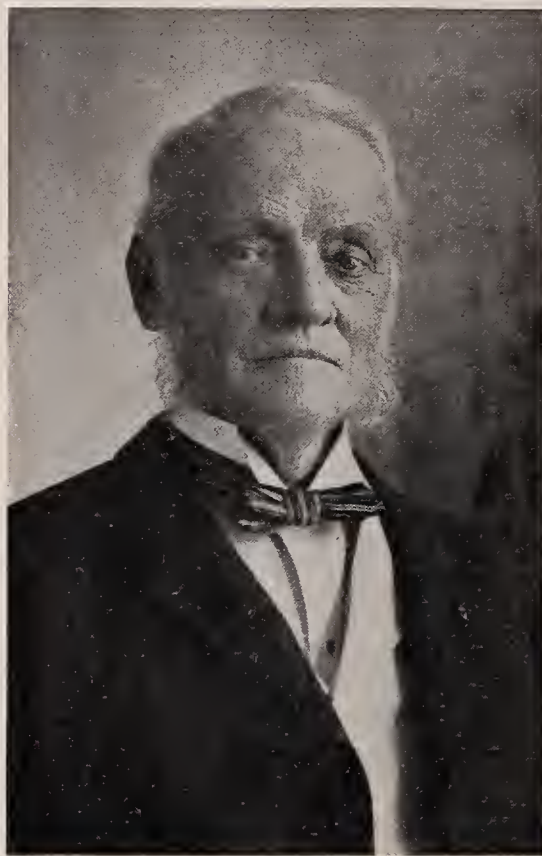
Upon the desk of Capt. I. P. Rumsey, head of the grain firm of Rumsey & Co., of Chicago, in the Board of Trade Building, there rested all day February 9 a huge bouquet of American Beauty roses, the gift of his colleagues in the Chicago grain trade. This was only a part of the flowers received, however, and all day there were telephone and telegraph messages received of congratulations and cordial wishes upon Capt. Rumsey's eightieth birthday, which was celebrated on that date.

Capt. Rumsey's acquaintance with the grain trade of Chicago dates from 1858, when he secured a position with the grain firm of Flint & Wheeler, and in 1860 he assisted in the organization of the grain firm of Finley, Hoyt & Rumsey. In 1861 he helped organize Taylor's Chicago Battery which was mustered into service July 16, 1861, as Company B, First Illinois Light Artillery. He was elected junior second lieutenant of the battery and served through its memorable career, during which he was promoted to captaincy. In 1864 he returned to Chicago and with his brother established the flour brokerage business of I. P. and J. W. Rumsey, to which grain was added later. There have been a number of changes in the firm since then but Capt. Rumsey has continued in the grain business ever since it was first established.

Since 1877 Capt. Rumsey has been president of the Citizen's League of Chicago for the suppression of the sale of liquor to minors and drunkards, and in 1906 he was instrumental in passing the state law prohibiting saloons within one-eighth mile of army and naval stations. He served on several important committees for securing the World's Fair

for Chicago. He has always taken an active part in church work and is now a trustee of the Presbyterian League. He was chairman of the finance committee that raised money for building the Grace and Sixth Presbyterian Churches in which he was an elder for several years. For eight years he was a member of the board of managers of the Presbyterian Hospital.

Capt. Rumsey's loyalty and patriotism to his country are one of his strongest characteristics. All this month, in honor of the birth of Washington and Lincoln, the American flag will fly in the breeze from the flagpole of his Lake Forest home. His love for the American flag caused him, several years ago, to prepare an attractive little booklet entitled "The Flag of the United States," for distribution among his friends. The booklet contained an interesting history of the national emblem and was made up of a report by Brigadier-General Robert H. Hall, U. S. A., to the Illinois Commandery of the Military Order of the Loyal Legion of the United States. Capt. Rumsey is now a member of the Loyal Legion, and the George H. Thomas Post



CAPT. I. P. RUMSEY

No. 5, G. A. R. Club, and also a member of the Union League Club.

Capt. Rumsey is at his desk every working day. He has countless friends both in grain circles of Chicago and the country trade, where his methods of business and honorable career have built an enduring movement for integrity and fair dealing. The grain trade is inestimably indebted to such men, and it is a pleasure to the publishers of this periodical to offer their congratulations with others to Capt. Rumsey on his sixty-three years of work and usefulness, and influence as a citizen in promoting the things of good report which add so greatly to the material benefit of those here now, and who are to come after, we, now living, have passed away.

SIXTY-FIRST ANNUAL MEETING

The sixty-first annual meeting of the members of the Baltimore Chamber of Commerce, Baltimore, Md., was held January 31. Following the reports of the retiring president and Board of Directors the following officers were chosen: President, James C. Legg; vice-president, Ferd. A. Meyer; secretary and treasurer, James B. Hessong. New members of the Board are: Ferd. A. Mayer, J. Barry Mahool, Jos. M. Warfield, J. A. Manger, A. D. Cover.

A change has been made in the old firm of John G. Heinold at Buffalo, N. Y. The business has been incorporated by Wm. J. Heinold, Anna E. Fisher and Lawrence E. Coffey. The capital stock is \$50,000.

TERMINAL NOTES

The Moore Grain Company of Kansas City, Mo., has given up its charter to do business in Texas.

D. R. Forgan, Jr., has become associated with the commission house of King, Farnum & Co., of Chicago.

A. R. Bock of Wausau, Wis., has engaged in the grain business with Arthur McGuire and David Haley at Duluth, Minn.

Joseph L. Garrity who was for a number of years with Al. V. Booth & Co., of Chicago, has formed a connection with Logan & Bryan.

A. W. Bunce, cashier of the Paddock-Hodge Grain Company of Toledo, Ohio, was recently re-elected president of the Toledo Savings Association.

The Western Grain Company has been organized at Omaha, Neb., by O. E. Harris, E. S. Westbrook and C. K. Denman. The capital stock is \$50,000.

James H. Douglas, first vice-president of the Quaker Oats Company of Chicago, has been elected a director in the American Sugar Refining Company.

The Fostoria Chamber of Commerce of Fostoria, Ohio, has appointed G. D. Jones, former grain dealer at Sheldon, Ill., grain inspector for that market.

Prior Lillie, recently connected with the Blish Milling Company of Seymour, Ind., has taken a position with the grain firm of Wade & Sons of Memphis, Tenn.

Alfred T. Martin, who has been associated with Bartlett, Frazier Company of Chicago for the past twenty-one years has been admitted to membership in the firm.

It is announced that Embury E. Anderson, formerly in the grain business at Covington, Tenn., will engage in the grain brokerage business at Memphis, Tenn.

B. C. Stell & Co. have been incorporated at Norfolk, Va., to deal in grain and cotton; capital stock is \$15,000 and incorporators are B. C. Stell, V. R. Stell and others.

The Exchange Elevator at St. Louis, Mo., which is operated by George Harsh & Co., has been classified as regular under the rules of the St. Louis Merchants' Exchange.

E. G. Heidnall and C. E. Kern of Omaha, Neb., have formed a partnership to engage in the grain business in that city. Offices are located in the Grain Exchange Building.

Bert Forester is now representative on the St. Louis Merchants' Exchange of Logan & Bryan of Chicago; W. A. Rooke, former representative, is associated with the home office.

J. F. Twomley, Son & Co., of Omaha, Neb., who have their general offices at their elevator at Fourteenth and Izard Streets, have opened offices in the new Grain Exchange Building.

S. S. Carlisle has resigned from his connection with the Trans-Mississippi Grain Company of Omaha, Neb., to form an association with the Omaha Elevator Company. The change was made effective in January.

The Patton-Rardin Grain Company of Texhoma, Okla., is moving to Fort Worth where it has made application for membership in the Fort Worth Grain & Cotton Exchange. The firm has entered its seventh year and has a paid up capital of \$50,000.

Somers, Jones & Co., large handlers of grain and field seeds in the Chicago market, have found larger quarters necessary and are now located in number 89 of the Board of Trade building instead of 82 old location.

E. W. Wagner & Co. of Chicago evidently believes in good health for their employes. The firm recently engaged a physical trainer and secured quarters in the Continental & Commercial National Bank Building where the force will be given the benefits of physical training. Our acquaintance with the firm is for the most part with the head

of the house, with J. J. Fones of the "selling eye" and Jos. W. Wild, all of whom seem to be in a prime mental and physical condition.

The Long Commission Company of Keokuk, Iowa, with headquarters at Quincy, Iowa, has moved from the Davis Block into rooms at Hotel Iowa. Colonel Woods is manager of the Keokuk branch.

The Moehlman Grain & Produce Company has filed articles of incorporation at Madison, Wis., with capital stock of \$10,000, to do a general grain and produce business. Incorporators are Henry, Fred and Julius Moehlman.

E. G. Hadden, president of the E. G. Hadden Company of Milwaukee, Wis., which filed a voluntary petition in bankruptcy some time ago, has filed a similar petition scheduling his liabilities at \$59,488.53 and assets at \$7,159.66.

The National Grain Company has established a cash grain business in the Omaha market. The head of the company is Theodore Waxman, who was for many years associated with the Nye-Schneider-Fowler Grain Company.

President Louis Mueller of the Peoria Board of Trade has made the following appointment: Registrar, John R. Lofgren; traffic manager, J. L. Collyer; official market reporter, T. C. Harker; chief grain inspector, F. B. Tompkins.

Louis Brosseau was elected president of the Board of Trade Club of Chicago, Ill., at the annual election held in January. Other officers elected were: Arthur Bliss, vice-president; Harry Smith, secretary; William Hohenadel, treasurer.

The Grain Dealers' Credit Association of Cincinnati, Ohio, held a banquet and entertainment at the Chamber of Commerce one evening late in January. It was reported to have been one of the most successful social affairs of this organization.

The L. H. Pettit Grain Company of Hutchinson, Kan., has been incorporated with a capital stock of \$20,000 to carry on a general grain business. The incorporators are L. H. Pettit, A. C. Pettit, J. Hausam, F. M. Hausam and W. C. Fairchild.

The Dawson Grain Company, which owns and operates a number of country stations in Nebraska, is making arrangements to open offices in the new Grain Exchange Building at Omaha and will engage in the cash grain business in that market.

Langenberg Bros. Grain Company of St. Louis, Mo., has acquired the properties and business of the Becker & Langenberg Milling Company consisting of the 800-barrel flour mill at Republic, Mo., and elevators at Sarcxie, Wentworth, Exeter, and Monett.

The old officers of the Davenport Grain Exchange of Davenport, Iowa, have been re-elected. They are: W. H. Holliday, president; W. E. Weeks, vice-president; W. J. Martin, treasurer; Bert Dow, secretary. These officers, with Fred Dow, compose the directorate.

The Smith Grain & Grocery Company, Inc., of Birmingham, Ala., has been organized to carry on a general business in grain and produce. The capital stock is \$10,000. Incorporators are: Almath E. Smith, Gussie Mae Smith, Mary Smith, and R. A. Smith.

Thomas C. Craft, Jr., who retired from the presidency of the Baltimore Chamber of Commerce on January 31, entertained all his co-workers in office as well as all the ex-presidents of the Chamber at a dinner at the Merchants' Club of Baltimore on February 5.

President J. P. Griffin of the Chicago Board of Trade appointed J. F. Brennan, F. D. Neely, and Edward H. Doern as delegates of the Chicago Board of Trade to the convention of the Western Farmers' Grain Dealers' Association to be held at Des Moines, Iowa, February 15, 16, 17.

George W. Blanchard, one of the popular members of the grain trade of New York, N. Y., was recently elected secretary-treasurer of the North American Export Grain Association. Mr. Blanchard did excellent service in the preparation of the new form of export contract, containing many new clauses on

account of the war and which has been accepted by the London Corn Trade Association.

The new officers of the Hay & Grain Exchange of the Chamber of Commerce of Cleveland, Ohio, are: H. W. Robinson, president; Herman Schmitt, vice-president; F. W. Blazy, treasurer.

John D. Shibe has purchased the interest of S. F. Scattergood & Co. in the Philadelphia Export Company of Philadelphia, Pa. The company has been reorganized with William M. Richardson, president; Walter K. Woolman, vice-president; John D. Shibe, secretary and treasurer.

The annual dinner of the New York Oats Trade of New York City was held at the Waldorf-Astoria Hotel on the evening of January 22 with about 100 members of the trade present. Out of town guests included L. F. Gates of Lamson Bros. Company, of Chicago, and Henry M. Stratton, of Milwaukee.

N. S. Graves has been re-elected secretary of the Memphis Merchants' Exchange for the twenty-seventh consecutive time. E. R. Gardner was re-elected chief inspector of grain and hay. The following members compose the hay and grain committee: S. E. Rison, T. B. Andrews, S. F. Clarke.

Edward W. Bucken, representative for the past 10 years on the New York Produce Exchange for the firm of Knight & McDougal of Chicago, has taken a position with the firm in the Chicago office. Mr. Bucken is well known in New York grain circles, having been "on 'Change" there for the past 25 years.

Louis D. Brandeis, who has been selected by President Wilson for the Supreme Court of the United States, is a brother of Alfred Brandeis, the head of the grain firm of A. Brandeis & Son, of Louisville, Ky. Louis D. Brandeis started his career, which bids fair to attain to the Supreme Bench, in Louisville.

The Golden Grain Cereal Company, recently organized at Nashville, Tenn., with a capital stock of \$150,000, has organized with H. G. O'Hahn, president; W. A. Lackey, vice-president, and S. A. Pote, superintendent. In addition to grain, the company will engage in the manufacture of breakfast foods and a special brand of flour.

A committee from the members of the Chicago Board of Trade has been appointed by President Griffin to receive contributions for sufferers from flood devastations in Arkansas. Those who will act are: E. A. Nickells, C. H. Sullivan, J. H. Jones, C. H. Re Qua; H. B. Shaw, W. N. Eckhardt, J. M. McClean, Stuart Logan, F. B. Rice.

A. G. Tyng of Tyng, Hall & Co., Peoria, Ill., together with E. M. Wayne of Delavan, U. J. Sinclair of Ashland, and B. R. Hill of Freeport were named as delegates of the Illinois Grain Dealers Association to the conference called by Chamber of Commerce of the United States opening at Washington the second week in February.

A handy office desk device has been sent to their friends by J. C. Shaffer & Co., grain merchants of Chicago. It consists of a 14-inch rule made from bird's-eye maple with metal beveled edges. The substantial character of the gift is in harmony with the reputation of this well-known Chicago grain firm, which is one of the most favorably known in the grain trade.

The Parry Grain & Milling Company of Milwaukee, Wis., with offices in the Chamber of Commerce Building, has purchased a building site on the Northwestern belt line and will erect thereon an elevator, mill, storage house with facilities for manufacturing stock and poultry foods and other products from grain. Thomas W. Parry is the manager of this new enterprise.

FRENCH and English buyers have purchased more than 1,000 cars of hay in the Pecos River Valley of New Mexico and Texas. The shipments are moving to Galveston where the bales are compressed, and then shipped to France. All hay purchased was inspected by representatives of the French and British Governments. It is stated that the hay is for use in the army in France.

A WELL ROUNDED BUSINESS

The often-quoted traveler who declared that Missouri's chief products were mules and children must have traversed that commonwealth before it took its position among the leaders of the grain states. No one doubts the quantity or the quality of the mules and children even today, but the grain must not be refused consideration.

Green Ridge is near the geographical and agricultural center of the state, on the Missouri, Kansas & Texas Railroad, about 20 miles from Sedalia. The Harriman Elevator Company successfully takes care of the grain shipping, feed, and corn meal requirements of the neighborhood, and the plant, which is shown in the accompanying illustration, is well planned and well managed.

The elevator is of cribbed construction and has a capacity of 15,000 bushels. There are two stands of elevators with 14x6-inch cups, leading from two of the dumps, one for wheat and the other for oats. The third dump is for ear corn, under which is the corn sheller, the corn cleaner being on the top



HARRIMAN ELEVATOR, GREEN RIDGE, MO.

floor. The wheat cleaner is on the working floor and the cob and dust house is attached to the main building.

The feed room is in an annex, 50 by 30 feet, with an office at one end. The room is fitted with two overhead bins leading into a Great Western Corn Roll, 9x18 inches. The cornmeal system is complete with rolls, burr stone, and sieve. Cars of grain can be handled easily by the plant, the loading spout having a capacity of 1,800 bushels per hour. All of the bins are hopped at the bottom and the three bins over the driveway load directly into wagons.

The company does a large business in grain, flour, feed, and seeds, and the general condition of the house as shown in the picture is but an indication of its very real prosperity.

BY a vote of the Chicago Board of Trade the commission on lots of wheat less than 5,000 bushels will not be increased.

A FARMER of Nicollet County, Minn., sent some wheat to New Ulm to be milled. It tested so high that the miller sent a loaf of bread made from it to the farmer. According to the *Mankato Review* the wheat was of the "Marcus" variety. Perhaps the *Review* leans in its sympathies toward the Allies and thus pays delicate compliment to the Roman contingent.

TRADE NOTES

The Crestline Chemical Company of Crestline, Ohio, has been incorporated to manufacture and sell a remedy for smut in grain, especially in oats, wheat and rye.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., has taken a contract from the Milwaukee Vinegar Company for a 200-bushel Morris Grain Drier to be placed in their plant at Cudahy, Wis.

Janse Bros., Boomer, Hughes & Crain of Detroit, Mich., have been awarded the contract by the Board of Commissioners of the Port of New Orleans for the new elevators to be erected at New Orleans. It will be owned by the state of Louisiana and operated as a public elevator.

Frank J. Murphy, representative at Kansas City, Mo., of the Invincible Grain Cleaner Company of Silver Creek, N. Y., after attending the annual meeting in January of the sales force of the company at the home office, left for home via the ocean trip from New York to New Orleans.

The Monarch Engineering Company of Buffalo, N. Y., has just started work on a new 1,000,000-bushel concrete grain elevator for the Eastern Grain, Mill & Elevator Corporation. The elevator will be located on the Buffalo River, adjoining the house completed last year for the same firm, and will have ample railroad and boat facilities.

John W. Perrigo, who has been for a number of years associated with John S. Metcalf Company, grain elevator engineers of Chicago and Montreal, is now secretary of the company, having taken the place of E. H. Philbrick, who resigned and sailed for England in January with the intention of preparing to enlist and fight with the Allies.

Harry Surface of the B. S. Constant Manufacturing Company of Bloomington, Ill., recently visited the factory of the Richardson Scale Company at Kansas City, Mo., and placed an order for a full car load of Richardson Standard Scales. The car was made up of 24 Richardson Standard Scales with a supply of dormant and portable scales.

The Fosston Manufacturing Company of St. Paul, Minn., has increased its capital stock from \$100,000 to \$300,000 and has consolidated with the Carpenter Wing Carrier Company, in the same building with them at 473 North Cleveland Avenue. The new company will continue the manufacture of this line of grain cleaning machinery, washing machines and wing carriers.

The Western representatives of the Richardson Scale Company of Passiac, N. J., held their quarterly meeting at the Savoy Hotel, Kansas City, Mo., January 28 and 29. Those present were H. H. Miller, manager of the Omaha office; N. C. Webster, manager of the Chicago office; L. B. Graham, manager of the Wichita office; Willard Smith, Illinois representative; A. P. Sprague of San Francisco office; Mr. Lewis and Mr. McCrum. One afternoon was devoted to visiting the new factory where the Richardson wagon scales are made, and all reported the outlook very bright for a prosperous 1916 business.

The Cyclone Blow Pipe Company, manufacturers of dust-collecting systems at 1001 West Twenty-First Street, Chicago, Ill., has been obliged to arrange for larger quarters to accommodate their growing business. The company recently purchased a new factory site at 2542-52 West Twenty-First Street and will build a one and two-story brick and basement building, having a frontage of 120 feet and a depth of 75 feet. The general and executive offices will be located on the second floor, and the new plant is expected to be ready for occupancy by May 1. The company has a number of large contracts on hand at present including complete cy-

clone Dust Collecting Systems for the new Capital Elevator at Duluth, Minn., the Chicago & Northwestern at Milwaukee, Wis., new Norris Grain Company elevator at Kansas City, Mo., the Grain Commissioners of Canada elevator at Vancouver, Canada; new Hales Elevator at Riverdale, Ill.

A little book has reached us bearing the title "Valuable Graphite Products." It is published by the Joseph Dixon Crucible Company of Jersey City, N. J., and treats of a number of specialties for the engineer, such as waterproof graphite grease and cup greases, graphite pipe joint compound, solid belt dressing, belt dressing and leather preservative and Dixon's Silica-Graphite Paint, which is very extensively used. The book is for general circulation and a copy will be sent on request.

WHAT 1916 HOLDS FOR RUBBER MANUFACTURERS

Prosperity is contagious! Set the wheels of industry moving in any one direction and they immediately start other wheels revolving in contiguous lines of business. These in turn start still others



PLANT OF THE CHATFIELD (OHIO) GRAIN COMPANY

until prosperity reaches every nook and cranny of the country.

Manufacturers of mechanical rubber goods such as rubber belting, steam, water, air drill, pneumatic and air brake hose, packing and gaskets are among the first to feel the prosperity which is pulsing through the business spine of the country. Let any line of manufacture start full blast and they must immediately buy supplies. As far back as the early months of 1915 the increasing orders upon the mechanical goods department of the B. F. Goodrich Company of Akron, Ohio, foretold good times to come. These conditions obtained until the close of the year and the first month of 1916 presages still better times to come. Never has the outlook been better and the volume of the sales has been growing steadily until all departments are flooded with orders.

It has been said that the steel industry and the railroads are the best index to business conditions. No less is the Mechanical Department of the B. F. Goodrich Company, which every year sends millions of dollars' worth of mechanical rubber goods into the mills and factories of the United States and to all parts of the world where high class belting and other rubber products are used.

At the present, the business barometer is high—1916 will doubtless spell prosperity.

A FORTUNATE DESERTION

Although there is a severe penalty imposed for desertion from the army, the army is undoubtedly better off without the renegade. This is exactly the case with the Chatfield (Ohio) Grain Company. The business was organized as the Chatfield Milling & Grain Company, but the manager disappeared one day, departing for parts unknown, leaving his family without so much as by-your-leave, and hasn't been seen or heard of since. Whereupon the business was reorganized on a different basis, the flour milling machinery was disposed of and the attention of the new management was directed wholly to the grain business and the grinding of feed, both departments being now in a healthy and prosperous condition and the firm much better off than it was before.

What was formerly the mill building is now used as a storehouse. A new cement-block power house was built, and a 25-horsepower engine installed, which operates the elevators and the feed grinding machinery. The house is well equipped and handles the business of the community in a manner satisfactory alike to the firm and to the patrons.

The company was incorporated recently with B. F. Friedley, president; N. C. Friedley, secretary and manager; and G. A. Brouse, treasurer. The other incorporators were: N. E. Geiger and Jacob Brown, the latter being in charge of the elevator.

The combination of elevator and feed grinding is proving profitable at Chatfield as at other places. It affords better opportunity for concentration does the flour mill when operated in combination with the other two.

A VALUABLE VOLUME

The Second Supplemental Digest of Decisions under the Interstate Commerce Act has been prepared by Herbert C. Lust. The volume of 947 pages is bound to conform to the two preceding and brings the decisions of the Commission up to December 1, 1915. It is difficult to imagine a more competent guide or greater aid for a traffic manager or shipper than the volume before us with its predecessors. So complete is it, so compact, and withal so clearly and interestingly written, that every fact concerning the contested point reviewed can be found immediately and understood in its entirety.

The volume is completely indexed under several different heads, with cross references given in every case, so that it can be used as a permanent reference and past decisions applied to future cases. The work is a most valuable addition to traffic literature and a necessary adjunct to every practical or theoretical student of traffic matters. It is published by the Traffic Law Book Company, Chicago, Ill.

NEWS LETTERS

TOLEDO

E. F. BAKER - - CORRESPONDENT

TRADE has been brisk on the local exchange during the past week and callers numerous. The million-dollar automobile show being held at the Terminal Building here has been the drawing card responsible for the presence of a large number of persons from nearby towns. Many grain dealers were among the visitors and there took advantage of the opportunity to visit the Toledo Produce Exchange in the Second National Bank Building.

The reports from the surrounding territory on the new crop are varied, but it is generally believed here that, while not quite so much wheat was planted, the condition of the growing plants is good. There has been nothing in general weather conditions thus far to injure the plants to any extent.

R. J. Wendt, who for the past seven years has acted as assistant secretary of the Toledo Produce Exchange under Archie Gassaway, secretary, has resigned and accepted a position with C. A. King & Co., the same firm with which he began his business career. Mr. Wendt takes the position which was recently vacated by T. C. Day, who resigned December 31 to go into other lines of trade.

Kenton D. Keilholtz of E. L. Southworth & Co., with W. B. Grammer of Deshler, a former grain dealer, is spending some time in Chicago, viewing the sights and having a pleasant vacation. Both gentlemen were accompanied by their wives. Word has been received here (and is generally accepted around the Produce Exchange) that Mr. Keilholtz became so engrossed with the sights of the Western metropolis that he was "touched" for his watch and chain, but it is indignantly denied that he entered into negotiations for the purchase of the Masonic Building. Anyone specially interested in following this matter further is respectfully referred to E. L. Southworth & Co., whose employes seem to have latest information concerning the matter.

Farmers of Perrysburg Township have formed the Perrysburg Grain & Seed Company and incorporated with a capital stock of \$25,000. The corporation is negotiating with the C. L. Maddy Company, which owns elevators in Perrysburg and Lima City, for the purchase of these elevators. If the deal fails to go through the company has expressed its determination to build elevators in the two villages. Stock is being subscribed at \$100 per share, each purchaser being limited to one share. Each stockholder has but one vote, regardless of how many shares he holds, the plan being to eliminate the possibility of any one person acquiring control by the purchase of a large number of shares. Every man's holdings are limited to 10 shares. It is also planned to sell fertilizers and other farm supplies at cost to stockholders.

The Deshler Farmers' Elevator Company has purchased the Henry County Grain Company elevator and that of the Farmers' Grain Company at Deshler, Ohio, and will operate both under the management of John Cain. Wm. Eisman is president of the new concern and Henry Schnabel secretary. W. B. Grammer, formerly connected with the old elevators, has removed to Toledo.

George Woodman, Toledo manager of Rosenbaum Bros., recently underwent an operation for stomach trouble at St. Vincent's hospital.

The Farmers' Co-operative Elevator Company has been organized in Toledo, with a capital of \$100,000, for the purpose of erecting elevators in towns near this city. The first elevator will be built at Napoleon, Ohio, and a meeting was recently held in that city to perfect the plans. Stockholders of the company are A. H. Buzzard of Toledo, G. W. Easton and P. W. Gallogly and G. W. Easton of Napoleon.

Twelve thousand bushels of grain were burned at Monroeville, Ohio, when the Philip Horn Company's elevator was destroyed by fire, with a loss of \$25,000.

The first wheat receipts from the Pacific coast, consigned to Toledo, arrived on this market recently and made a new record for Toledo. Secretary Gassaway

stated that this was the first wheat ever to be consigned to Toledo, as wheat from the Far West is usually used in Asiatic countries. The closing of the Panama Canal forced shippers to send wheat here by rail.

* * *

Fifty members of the Northwestern Ohio Grain Dealers' Association met at Lima, Ohio, on February 4 and decided to hold an all-day meeting and banquet February 18 for millers, elevator men and farmers. Sessions will be held at the Elks' Home, with a luncheon at noon and banquet in the evening. Two hundred millers and grain dealers from Ohio, Michigan and Indiana are expected to attend. A number of Toledo grain dealers expect to attend the meeting next week.

NEW YORK

C. K. TRAFTON - - CORRESPONDENT

THE annual dinner of the New York oats trade was held on January 22 at the Waldorf-Astoria Hotel. Although ostensibly a dinner of the members of the oats trade, this function, like its predecessors, was attended by dealers in practically all of the commodities handled on the Produce Exchange. Over a hundred were present, and the affair was a thoroughly enjoyable one in every way. Edward T. Cushing, who acted as toastmaster, spoke briefly regarding the new Erie Barge Canal, the prospects of a large export movement through New York, the necessity for adequate canal terminals and elevators at this port, and the brilliant future in store for the city's grain trade. Edward R. Carhart, ex-president of the Produce Exchange, spoke at greater length on the Barge Canal question, touching on the importance of adequate terminals. As usual the dinner was attended by many guests from all over the country including L. F. Gates, Frank G. Ely, Charles L. Dougherty, F. S. Lewis and F. W. Thomas, of Chicago; Henry M. Stratton and E. J. Grimes, Milwaukee; H. D. McCord and H. E. Hughes, Minneapolis; S. H. Young and J. R. Morris, Philadelphia; Eugene McDonald, Boston; C. A. Pease, Hartford; John B. Yeager, Wilkes-Barre; James E. Bergin, Nanticoke; F. A. McLellan, Buffalo; B. C. Christopher, Kansas City; and B. D. Crawley, of Buenos Aires, Argentina.

* * *

John W. Braffett, formerly connected with the Chicago office of the Armour Grain Company, but now with the New York office, is an applicant for membership in the Produce Exchange.

* * *

Frank M. Turnbull, who was once a member of the Produce Exchange and active in the grain trade, especially in oats, has recently moved to Minneapolis and started in the grain commission business on the Chamber of Commerce.

* * *

Of much interest to members of the grain trade on the New York Produce Exchange, and in fact to grain men throughout the country, was the arrival in New York late in January of Herbert T. Robson and Hubert D. Burbidge, of Liverpool, England. Mr. Robson is a member of the old and prominent grain house of Ross T. Smythe & Co. of that city, while Mr. Burbidge is one of their managers. Shortly after their arrival they made application for admission to membership in the Produce Exchange, where they were introduced to members of the trade by G. Rae Callender, who has been known for many years as a buyer for foreign account. Their dealings here will be for the account of Paul Robson & Co., which is in reality in the nature of an off-shoot from the Liverpool house. As heretofore they will continue to buy breadstuffs for the account of the British Government, the bulk of the actual trading being handled by Mr. Callender.

The visits of these gentlemen and the new arrangements consummated were made necessary by the recently announced policy of the British Government, and embracing also the French and Italian Governments, whereby the purchases of grain in each surplus-shipping country will be limited to a single agent. After completing arrangements here Mr. Robson will sail for Buenos Aires, where the firm has a branch office, and will make similar provision for purchases of Argentine grain. The principal object aimed at in this new scheme is to prevent any such radical advances in cost as occurred last year, it being argued that if all the buying is done through one channel it will eliminate the competitive bidding between numerous exporters which took place last year and naturally forced prices

to such remarkably high levels. Moreover, it will remove the incentive to buy wheat on speculation for the purpose of reselling at higher prices to foreign agents, a practice which was quite general a year ago. It is stated that the New York office will handle only purchases of wheat, and probably corn but it is not expected to cover oats or flour. The business will be financed through the London office, and ships will be furnished by the English Committee. Purchases of United States and Canadian wheat will be on the usual terms, f. o. b. seaboard, and the bother, expense, and delay of cabling and securing freights will be avoided as those details will devolve upon the British representatives.

While this new scheme undoubtedly holds out promise of much cheaper wheat for European consumers, it has its drawbacks from an American point of view, as it is quite evident that the activities of regular export houses in our markets will be seriously restricted, as their business will be confined almost wholly to the few remaining countries in Europe which are not represented by the Liverpool concern. Of course, just how it will affect freight brokers and other allied interests can only be conjectured. On the whole, there is, of course, much perplexity and more or less unrest, not to say dissatisfaction. There are members of the trade who imagine that the new system will prevent natural or normal competition among buyers, and hence the farmer or shipper in the interior will not receive quite as much for his grain as he would under ordinary circumstances.

* * *

As one of the outcomes of the new purchasing policy adopted by various European Governments, as described above, it was stated that the old grain exporting house of H. P. & F. Harrison had retired from business.

* * *

Charles W. Chilcote, of Knight & McDougal, commission merchants of Chicago and New York, has been elected to membership in the Produce Exchange.

* * *

George W. Blanchard, who has been active and popular in the country's grain markets for many years, notably on the New York Produce Exchange, has been elected secretary-treasurer of the North American Export Grain Association, an office which he has practically filled since the death of Frank E. Marshall of Philadelphia, the former incumbent. Mr. Blanchard has been one of the most capable and indefatigable workers in the Association since its organization, having done a large part of the difficult work occasioned by the preparation of a new form of export contract, containing many new clauses made necessary by the war. After more than 15 months' work this new form has been accepted by the London Corn Trade Association.

* * *

Henry Leverich, representative in New York City for the Hall-Baker Grain Company, of Kansas City, Mo., has made application for membership in the New York Produce Exchange, and has opened an office in the building.

* * *

Oscar K. Lyle, the well-known crop expert, was warmly welcomed by his many old friends in the flour and grain trades on the New York Produce Exchange last month. He had been absent from business since last June, being seriously sick much of the time, having caught a severe cold during the period of bad weather in the West last summer. Recently he has been convalescing rapidly, and his appearance is greatly improved.

* * *

W. Martin, of Clark & Martin, grain shippers, Winnipeg, Man., spent a few hours with grain men on 'Change last month, being on his way to England. He was accompanied by his younger brother, S. Martin, of Vancouver, B. C., who is going to enlist in the English army.

* * *

The death of Theodore I. Husted in New York City late in January marked the passing of one of the oldest and at one time one of the most interesting figures in the wheat trade of the country. Mr. Husted, who was about 79 years old, had been on the floor of the New York Produce Exchange less than a week before his death, which was attributed to pneumonia. He had been comparatively inactive in recent years, but previously he had been one of the trade's most prominent figures, and particularly when he was a junior partner in the old and powerful house of Jesse Hoyt & Co., which was one of the most wealthy and influential houses in the trade. The house was particularly significant during the great Keene deal in 1878, which was managed by this firm, Mr. Hoyt being the general manager, while his junior partner, Leonard Hazeltine, and Theodore I. Husted, managed the operations in the markets. Many of the old members of the trade here remember keenly that numerous old grain dealers lost large sums on the long side, as the deal proved to be unsuccessful. The fact is, European importers were not in accord, refusing to participate, and as a result many steamers were tied up at docks here and some of them mortgaged. Some of the old-timers recall an instance where Hoyt & Co. sold what was then the biggest block of wheat on record, 1,000,000 bushels of No. 2 spring, to Bingham Brothers, which they were enabled to handle profitably only because the freight

was almost nominal, the grain being taken to Liverpool largely as ballast for only 1 penny per bushel freight. Now it is over 20 times that.

* * *

E. Fitzgerald and H. E. Niemeyer, hay and feed dealers of Cincinnati, were visitors in local hay circles early this month, having come largely to investigate respecting the bad state of the market for hay, partly as a result of congestion, embargoes, and other drawbacks. It is stated that much poor hay has been sent here on commission after receivers in this market had sent out notice that poor or trash hay was not wanted, that only good to choice descriptions were salable. As a result, much of the hay has been held on demurrage or track storage, etc., and losses have been incurred thereby. This is simply another case of the ancient, moth-eaten, "penny-wise-and-pound-foolish" practice of sending poor trash hay to market when it is not wanted. Such unmercantile practices, seemingly with a view to throwing dust in the eyes of the buying element, sometimes turn out to be somewhat of a boomerang. At all events, it may now be characterized as stupid, to say the least, as practically all buyers are determined not to be hoodwinked into buying poor stuff that they cannot use and which they never contracted for. Of course, when the poor trash arrives and is found to be undesirable it becomes subject to demurrage charges or track storage charges, and hence the shipper immediately begins to lose money, which could easily have been avoided if he had had the wisdom to keep such poor stuff at home and used it for bedding or for hogs or some other farm animals.

* * *

Elwain F. Moore, for many years a member of the Produce Exchange and an active member of the grain trade, but now president of the First National Bank, St. Cloud, Minn., was on the Exchange floor for a short time last month, and was cordially welcomed by his old friends and associates.

* * *

Members of the grain and feed trade on the Produce Exchange were pained last month to hear of the death of Edgar B. Mangam, about 73 years old, although he was not personally known to many of the younger members, having been out of active business for several years. He had been identified with the jobbing and shipping trade in grain, feed and hay for many years, and was much respected for his integrity and genial nature.

* * *

Edward W. Bucken, a member of the grain trade on the Produce Exchange for 25 years, left for Chicago on the first of the month to take up a more responsible position on the Board of Trade for the old commission house of Knight & McDougal, which firm he has served in the local market for about 10 years. Originally he was with the old firm of Henry B. Hebert & Co.; then with Coster & Martin; and still later with Henry T. Kneeland & Co.

* * *

Wm. H. T. Moore, an old member of the grain trade on the New York Produce Exchange, has severed his connection with the firm of Keusch & Schwartz, Inc., and become associated with a Wall Street brokerage house.

DULUTH

S. J. SCHULTE - - CORRESPONDENT

WITH grain stocks in Duluth elevators now standing at nearly 17,000,000 bushels there is still approximately 12,000,000 bushels storage space available here, and dealers are sanguine that the plants will be able to handle everything coming in between now and the opening of navigation. In that connection E. N. Bradley, secretary of the Globe Elevator Company, said: "Except in the event of an unexpected rush of grain from the West, I do not think we need feel any anxiety. The margin of space still remaining in the houses should be ample to take care of the trade, and in so far as I can see serious congestion is unlikely. A fair proportion of the grain coming in is ear-marked to get out all-rail to the seaboard for export, so that if the railroads will furnish us the cars, we should be all right. A certain amount of grain is going out now, and reports coming from the East lead us to hope that the embargoes will be lifted to a certain extent at least before long. On a pinch we will be able to get some boats under the elevators next month, so that we will be in position to obtain some relief in case of emergency."

Elevator men, however, agree in the opinion that had it not been for a holding back of the grain movement from the interior last month through snow storms and severe cold weather, it is quite probable that the houses would have been completely plugged up two weeks ago, and some interests would have been facing serious losses. Now that the season is so far along though, it is felt that the danger period has been largely passed.

Charles F. Haley, of A. D. Thomson & Co., lessees

of the Great Northern's system of elevators said: "If the movement had been maintained on anywhere nearly the scale of last December, we would have seen our finish long ago. As it is our houses are getting pretty well filled up, but we are not doing any worrying until we have to."

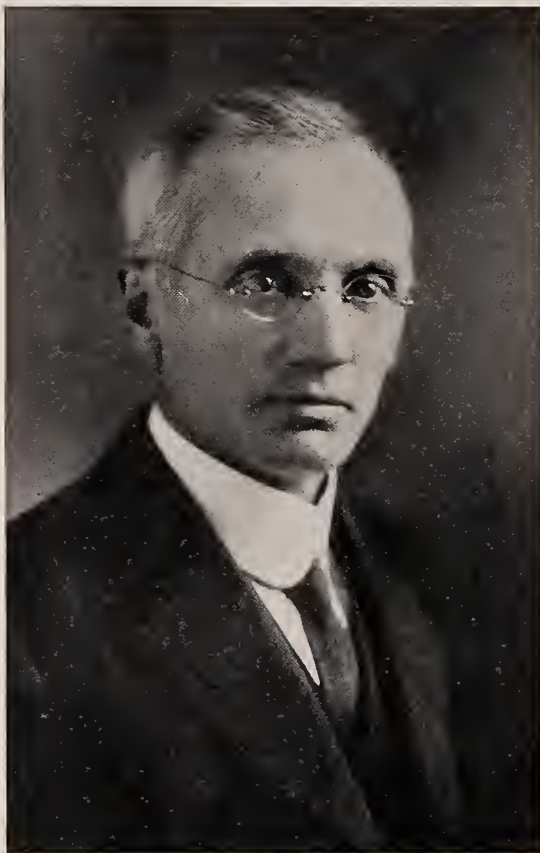
The amount of space still available at the plants of the larger elevator operators at the Head of the Lakes figures out about as follows: Consolidated 4,000,000 bushels; Globe 3,500,000 bushels; Great Northern, 2,000,000 bushels, and the Cargill system 1,000,000 bushels.

* * *

W. C. Mitchell of the Randall, Gee & Mitchell Company, recently celebrated his 20th year in the grain trade at the Head of the Lakes. Coming to Duluth originally from southern Michigan, he traded for several years under the title of W. C. Mitchell & Co. With the scope of his operations gradually extending, the business was later incorporated as it is today and offices were opened at Minneapolis and Winnipeg.

Mr. Mitchell has always taken a deep interest in helping to unravel the problems that have confronted the grain trade at various times, and his advice has always been sought.

He was elected president of the Duluth Board of Trade for a second term at the annual meeting last



W. C. MITCHELL
President Duluth Board of Trade.

month and previous to that he had been a member of the board of directors, and had headed standing committees at various times.

The crop improvement campaign being promoted by the Council of Grain Exchanges has deeply interested Mr. Mitchell. He regards it as one of the most important topics introduced at the last annual meeting of the council held in Chicago. He is an optimist regarding the future of the grain trade in the Northwest, feeling that with better farming methods, grain production in these states should show steady increases from now on. Mr. Mitchell pins a great faith upon the settlement of the agricultural territory still neglected in Minnesota, northern Wisconsin and northern Michigan. He looks for Montana to attain great prominence as a grain producing state.

* * *

Many Duluth grain men are preparing to migrate to the South and Pacific Coast upon vacation trips. W. J. McCabe, George A. Robson, James Graves and Parker Paine left this week for Palm Beach and other Florida points. A further exodus is expected during the next few days. It is noted, however, that in view of the active market that has prevailed so far this winter, dealers are sticking more closely than usual to their knitting.

* * *

The movement in oats and other coarse grains at this point has been held back during the past month on account of the unfavorable shipping conditions. Advices are being received by operators to the effect that large quantities of oats are still in farmers hands in the territory tributary to this point, and better marketings are predicted within the next few weeks. With cash No. 3 white oats hanging on this market at around 46 cents a bushel, it is said that growers who had been holding back in hopes of a higher range, are now showing more of a disposition to sell, as attested in inquiries regarding shipping being received by Duluth dealers.

As regards the disposition of supplies now in store and arriving, the White Grain Company said that good

inquiry is coming from Western points and that as far as it had been possible to obtain cars, feedstuffs are going down that way. Buying of supplies by timber operators in this territory has been held back owing to unfavorable conditions for operations in the woods as a result of the heavy snow and storms.

* * *

A large tonnage of Canadian bonded grain has been routed to Duluth, and it is now beginning to come through in some proportions. During the present week arrivals of Canadian wheat have been running at from 30 to 67 cars daily, and several cars of oats have also been coming to hand each day. In that connection an interesting feature developed within the last few days in the placing of guards to watch elevators handling bonded grain. That action was inspired by news of fires and explosions at Canadian elevators recently, and with the possibility of that campaign spreading to this side of the line, Duluth elevator men felt that they could not afford to take any chances. The Globe Elevator Company, on account of its connection in the Canadian West, has bonded two of its houses, expecting to handle a large quantity of Canadian grain, and it has led off in the way of precautionary measures. That company has employed watchmen ever since last fall, and the number at its Duluth and Superior plants has just been doubled. Those guards are patrolling the elevator yards and premises during the night and their instructions are to turn away any suspicious looking characters.

* * *

The strong situation existing in the lake vessel situation has been demonstrated within the last few days in the chartering of some boats to go down the Lakes with wheat at the opening of the navigation season on a basis of 5 cents a bushel, Buffalo delivery. This compares with 1½ cents last spring. While shippers are not showing much interest just now in vessel tonnage, boat operators are looking forward to great activity early in the season. Of late dealers have been revising their estimates upward regarding the quantity of grain still unmarketed in the Northwestern States, and it is now thought that the elevators will be kept busy in receiving and shipping the bag end of last season's crop during April and May at least. According to reports being received here, small progress has been made thus far in unloading grain that was afloat at Buffalo at the close of navigation last December. A Duluth shipping agent made the statement this week, that only two out of eight steamers his firm had under load at Buffalo in December have thus far discharged their cargoes.

BUFFALO

ELMER M. HILL - - CORRESPONDENT

ANOTHER immense grain elevator is to be added to Buffalo's most modern facilities for handling lake and rail grain. The new structure, contracts for which have been awarded to the Monarch Engineering Company, of Buffalo, is to be built for the Eastern Grain, Mill & Elevator Corporation, which recently erected the new Concrete Elevator. The newest house will be a complete elevating unit in itself and will have a capacity of 1,000,000 bushels and is but another step in the plans of this company to increase its grain handling facilities at the lower end of Lake Erie to 5,000,000 bushels.

The new house will be located at the so-called Farmers' Point turning basin, a newly developed section of the upper Buffalo River. Construction work will start immediately and it is planned to have the structure ready for use by July 15. The building of this elevator was determined upon by Nisbet Grammer, president, and other officers of the Eastern Grain, Mill & Elevator Corporation, as the result of the highly successful operation of the Concrete Elevator.

The Eastern Grain, Mill & Elevator Corporation owns 1,200 feet of water front along the Buffalo River at this point and it is probable in the near future that additional elevators up to 5,000,000 bushels will be constructed on the property as circumstances warrant.

* * *

William J. Heinold has incorporated his grain business under the name of William J. Heinold, Inc., with a capitalization of \$50,000. The directors are Mr. Heinold, Anna F. Fischer and Lawrence E. Coffey, a lawyer. A general grain business will be carried on.

* * *

Howard J. Smith, secretary of the Western Elevating Association, accompanied by Mrs. Smith, are spending a month in Florida. Secretary Smith had a strenuous season owing to the big rush of grain during the last four months of the year and his friends on the change did not begrudge him the rest that he took.

* * *

The Supreme Court has decided an interesting point of interest to grain shippers in the case of Leslie G. Loomis of Buffalo in which it holds that the Interstate Commerce Commission has exclusive power to compel

railroads to equip grain cars with bulkheads or bin doors and that state courts are without such power. The decision is the result of a suit of Mr. Loomis to recover from the Lehigh Valley Railroad the amount he had spent in equipping with bin doors cars furnished him for grain shipments. This question has arisen in many sections of the country.

* * *

There was much friendly rivalry last season between steamers *William Snyder, Jr.*, and *W. Grant Morden* in the matter of grain cargoes. The big fellows alternated in having the advantage but at the windup of the season the latter had the record having carried in a single cargo 476,000 bushels, as against the first named vessels 470,000 bushels.

* * *

The Kellogg Linseed Oil Works on the Buffalo River at Ganson Street and South Michigan Avenue, the largest plant on the lakes manufacturing linseed oil, was damaged to the extent \$50,000 by fire early in January.

* * *

Fire which started in the drying room of the Washburn-Crosby Company's plant in South Michigan Avenue did damage estimated at upward of \$10,000, covered by insurance.

CINCINNATI

K. C. GRAIN - CORRESPONDENT

GRAIN men figured largely in the annual election of the Cincinnati Chamber of Commerce and in the formation of the administration for the handling of some of the most important features of the Chamber's work. F. J. Currus of McQuillan & Co. is again a member of the Board of Directors, which elected William B. Melish as president. President Melish appointed the following committees, among others:

Grain Inspection: C. S. Custer, W. H. Kramer, R. S. Fitzgerald, Dan B. Granger, W. G. Stueve.

Discount Committees: Oats—Alfred Gowling, Frank J. Currus, Joseph Heuermann; Corn—John E. Collins, Jr., E. A. Fitzgerald, W. G. Stueve; Wheat, Rye and Barley—Max Blumenthal, Henry M. Brouse, George A. Schneider; Hay—Frank R. Maguire, Ralph Gray, W. H. Kramer.

* * *

After the proposition had apparently been before the Chamber of Commerce for a sufficient length of time for all persons interested to investigate it thoroughly, the Board of Directors on January 17 officially accepted the proposal of the Grain and Hay Exchange to pay \$2,000 yearly in return for an exclusive trading section on the floor of the Chamber's trading room. The acceptance of the proposal carried with it the provision that the services of the Chamber's weighing and inspection departments should be reserved exclusively for members of the Hay and Grain Exchange, insofar as the weighing and inspection of grain, hay, feed and grain products are concerned. The Exchange at the same time consented to the change of its name from the Cincinnati Grain and Hay Exchange to the Grain and Hay Exchange of the Cincinnati Chamber of Commerce, thus emphasizing more directly its affiliation with the larger body.

The Exchange met later and decided to inaugurate the new scheme of things on February 1, opening the exclusive trading corner allotted to it—the same as always used, in fact—to all wholesalers and retailers of grain, as well as to manufacturers of grain products dealing in carload lots. However, sudden and unexpected opposition to the plan arose, complaints being made that some who formerly used the trading privilege, as members of the Chamber, would be barred under the new order of things.

As a matter of fairness, the Exchange voluntarily suspended the operation of the new trading plan and gave the "kickers" opportunity for a hearing, which was held by the Board of Directors on February 8. The Board took the matter under advisement, and may possibly take action reversing its former acceptance of the Exchange's offer; but this is considered as being extremely unlikely. As a prominent grain man put it: "The exclusive trading floor, confined to the use of actual dealers and large consumers, is the logical method of asserting Cincinnati's status as a real market, instead of a street-corner swapping point, and we believe this will ultimately be the rule here, as both the Exchange and the Board have agreed upon the plan."

* * *

Some excitement and confusion arose in Cincinnati recently on the report from Washington that W. C. Culkins, secretary of the Chamber of Commerce, had informed the Cincinnati congressional delegation that local millers favor the repeal of the tax on mixed flour. As the Millers' National Federation, which was represented at the hearing where Mr. Culkins was reported as having taken this position, was strongly opposed to the modification of the tax, and as local flour millers

take the same stand, there was some surprise at the report. Mr. Culkins explained the matter by pointing out that somebody had confused things, as local corn-flour millers, naturally enough, favor the repeal of the tax, while the wheat-flour millers want the tax retained. Inasmuch as both branches of the trade are members of the Chamber, however, it will take careful handling if the organization is to make any representations to Congress either way.

* * *

The annual midwinter dinner, minstrel show and dance of the Grain Dealers' Credit Association, an important and active offshoot of the Grain and Hay Exchange, were held on the floor of the Cincinnati Chamber of Commerce on the afternoon and evening of January 17, with nearly 200 persons present. The affair was in the hands of a committee consisting of A. M. Braun, chairman, Joseph Costello and Harry Heile, and they perfected arrangements which resulted in a high time of the most enjoyable sort.

* * *

One of the most prominent grain men in Cincinnati was taken from the ranks of the trade when Lewis B. Daniel of the Early & Daniel Company died on January 13, after a long illness. Mr. Daniel was only 57 years of age, and was treasurer of the company, of which he was one of the founders. Heart failure was the immediate cause of his death, which was not en-



LEWIS B. DANIEL, CINCINNATI
Died January 13, 1916.

tirely unexpected, on account of his prolonged illness. Mr. Daniel was reared on a farm near Lawrenceburg, Ind., and in 1882, at that place, together with H. Lee Early, founded the Early & Daniel Company. Mr. Daniel was as prominent in social and fraternal circles as in business, being a member of the Chamber of Commerce, the Western Hills Country Club, and a 32nd degree Mason. Besides his connection with the company of which he was one of the founders, he had a number of business interests, being a director of the Steel Tool, Gear and Pinion Company of Cincinnati. Mrs. Daniel and six children constitute the immediate surviving family. His son, William H. Daniel, is manager of the Eden Park branch of the company. The funeral was held at Lawrenceburg, Ind.

* * *

Julius Wides, general manager of the Citizens' Hay & Grain Company, at Eighth Street and McLean Avenue, was posted for membership in the Chamber of Commerce and the Grain and Hay Exchange recently, Ed. A. Smith and Max Blumenthal acting as his sponsors. The organization now numbers very nearly every eligible concern in the city in its membership.

* * *

The Hamilton County Corn Show, held at Mt. Healthy a short time ago, developed a corn grower of real championship caliber. R. E. Simonds of Miamitown, Whitewater Township, won no less than four first prizes with different grades of corn, besides winning the corn-shelling contest, which was an interesting added feature. The decisions on which the various prizes were awarded were made by H. M. Call of the Ohio Agricultural College. Cliff Walker of Valley Junction won the prize for the best ear of corn on exhibition, and numerous other prizes were given to growers. The attendance was large, indicating a high degree of interest.

* * *

A recent fire at Monroeville, Ohio, destroyed the Philip Horn elevator and office at that place, with a loss of about \$20,000. The fire was not discovered until

after midnight, and by that time had gained such headway that nothing could be done to save the place or its contents. There were about 12,000 bushels of grain in the elevator, mostly oats and corn. A fair amount of insurance was held on the property. By hard work three large storage barns nearby were saved, with \$10,000 worth of seed oats, \$2,500 worth of timothy and clover seed and a considerable amount of other property.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE gradual decline in grain receipts for the last few days may be noted from the following: For the first week in February receipts of barley were 294 cars against 346 cars in the preceding week and 266 cars in 1915. This indicates a decline from the previous week but trade is larger than a year ago.

Corn offerings for the week indicated were 232 cars, compared with 520 cars a week ago and 540 cars in 1915. This indicates a rather large decline from the previous week and also from the figures for the corresponding week a year ago.

Oats trade has been better maintained, due to the enormous crops in Wisconsin and other Northwestern states last year. Trade for the first week in February was 428 cars, compared with 474 cars for the previous week and 215 cars a year ago. Trade is twice as large as it was a year ago.

There has also been rather an important slump in wheat business with 69 cars for the week, compared with 141 cars for the week previous and 87 cars for the same week of 1915. Trade is small compared to the previous week although the variation from last year is not so important.

Rye trade is doing better than last year with 47 cars for the week compared with 81 cars for the previous week in January and 38 cars for the same week in 1915. There is quite an important decline from the showing for the previous week.

These losses in trade except in oats are declared by prominent grain men of the city to be merely temporary and that when shipping facilities get nearer to normal there will be the normal flow of grain to market again.

* * *

Information reaching local grain men is that the car shortage in the West is becoming quite serious. The freight congestion in the East has reached such a point that very few cars are being released for return to the West. The weather in the Northwest has also hampered the movement of grain according to news reaching local grain men.

* * *

Wisconsin Millers in their recent session at the Hotel Pfister came out strongly for the standardization of all grain grades. A committee has been chosen to take the matter up in detail which will report to the next session of the millers during the summer at Manitowoc.

* * *

The Buerger Commission Company is said to have received the heaviest car of barley that ever arrived at the local market. The car weighed 113,560 pounds and held 2,365 bushels and 40 pounds of grain. The barley graded No. 3 and the car brought in cash \$1,857.18.

* * *

The members of the Honorary Commercial Commission of Japan, who visited Milwaukee in a nation-wide tour of the United States in 1909, passed new resolutions of thanks and intimations of friendship for Americans after a lapse of about seven years. A copy of these resolutions was sent to Secretary Plumb of the Milwaukee Chamber. A large number of the prominent men of Japan signed the resolution hoping for continued cordial trade relations with the United States for many years to come.

* * *

The rate of interest on advances for the month of February have been fixed by the finance committee at 6 per cent despite the present low interest rates on money prevailing.

* * *

"Few people realize the extent of the freight congestion which has had a powerful effect on the grain trade," said one of the best known grain men of the Milwaukee Chamber. "One of the best posted transportation men of the country that I know told me that not less than 100,000 cars of freight are tied up from Chicago to New York. This freight consists of munitions, foodstuffs, grain and manufactures of all kinds. Of course a large proportion of the traffic consists of grain and grain products.

"There has been no real relief in this congestion. There are as many cars stacked up on sidings, now being used for storehouses, as there ever has been, because the freight embargo of many companies to the east is still on and there is no relief in sight.

"The truth is that the European buyers are simply taking all the goods and grain that they can get hold

of. They are looking ahead to a long war and they want to be prepared for every emergency. The simple fact is that there are not enough ships to carry all this vast flood of goods. There will probably be no relief in the grain trade for a long time to come."

"Liquidation is the keynote in the grain markets at the present time," according to W. A. Hottensen. "Wheat has gone down perhaps some 10 cents per bushel and other grains 5 cents per bushel in the last few days. The fact is that the grain market cannot always continue to rise. There must be a decline some time."

"Grain has been piling up at terminal points and at primary markets as well. The trade seems to be eager to sell. A permanently lower scale of prices may be looked for unless there should be an enormous increase in the European buying. There is no question but there is a large amount of grain left in the country because the high scale of prices has tended to defer the movement of grain for months. This grain must come out some time and should mean larger marketing for the remainder of the present crop season. All of the statistics on the grain situation at the present time are bearish, so that higher prices for grain will fly directly in the face of the facts. The decline in prices indicated looks like more than a temporary reaction. Only the European situation, again turning to very heavy buying, can permanently keep prices on the recent inflated basis."

James A. Mander, former president of the Milwaukee Chamber of Commerce, and Charles A. Krause, who now heads the exchange, are in Washington attending the sessions of the Chamber of Commerce of the United States. The local Chamber has taken an especially keen interest in the formation of a tariff commission and in the organization of an adequate merchant marine, as these are two of the burning questions before the Milwaukee grain men.

Bank clearings at Milwaukee early in February were running 12 per cent ahead of a year ago and for the month of January were about 6 per cent larger than the previous year. This indicates that the gain in clearings is gradually getting larger and that business at Milwaukee is on a satisfactory and growing basis.

KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE Kansas City market was forced to absorb the heaviest wheat receipts last month of any January on record. Local exporters and millers were heavy buyers and millers from both St. Louis and Minneapolis came to Kansas City for stocks. In this way the receipts of 6,636,000 bushels were taken without weakening the market.

The heavy January receipts, of course, are traceable to the delayed harvest and the holding of grain by the farmers for higher prices. Practically all of the receipts were hard winter wheat shipped largely from western Kansas and Nebraska. Farmers throughout the Kansas City grain belt have started heavy sendings to the market here and it is estimated now that not more than 25 to 30 per cent of the stocks still remain in the farmers' hands.

At the same time a car shortage has developed that is reaching serious proportions. Had it not been for this, receipts in January and February would have been much larger.

Oats in Kansas City last month showed the smallest for many years, with receipts of only 357,000 bushels. Prices went up from 9½ to 10 cents. Kaffir corn made its highest record for January, with 1,091 cars.

As this is being written a harvest hand conference is being held in Kansas City between Louis F. Post, Assistant Secretary of the Department of Labor; Anthony Caminetti, Commissioner General of Immigration; C. L. Green of the Bureau of Information of the Immigration Department, and interested grain men. Labor officials from the states from Oklahoma north to North Dakota are here conferring with them in regard to handling the next harvest situation.

"Through the Department of Labor we are attempting to co-ordinate the city, state and Federal activities in behalf of the workingman," Mr. Post explained. "In Chicago in the near future we expect to establish the first of a series of bureaus under the direction of triangular authority—that is to say, with a city, state and Federal agent working together in the same bureau."

"Through our post office bulletin plan, which we have used during the last year, we have brought employment to some 38,000 men. We intend to develop this system until we can make the army of labor somewhat more mobile and can, to some extent at least, wipe out the surplusage of labor in certain places by supplying labor where there is a lack of it."

The harvest situation is directly before the conference. One result, it is hoped, will be to secure authority for excursion rates for laborers from one section to another under the direction of the Federal department.

Buying of corn from Iowa, northern Illinois and other Northern points and the Southern States developed here during January and as a result the heavy receipts were well taken care of. Receipts, however, were under those of January of 1915 and 1914 but in excess of those of other years, totaling 3,570,000 bushels. Under this stimulus the elevator holdings increased 2½ million bushels, to 4,358,694 bushels.

A public auction of seed corn was held in Carrollton, Mo., recently and a high record price of \$125 a bushel was attained. That amount was paid for 70 ears of Reed's Yellow Dent, grown by H. G. Windsor of Cooper County, Mo. It was purchased by H. H. Wilcox, banker and farmer of Carroll County. Other prices ranged from \$5 to \$25 a bushel.

The car shortage is one of the upstanding features of the month here. Receipts both last month and this, it is a certainty, have been reduced because of the inability to obtain shipping facilities, and railroad men say the shortage is the most extensive of any time in recent years.

"All the elevators in this part of the country are filled with grain," Harry E. Heller, general agent of the Burlington, said a few days ago. "It was neces-



GUY A. MOORE
President Kansas City Grain Club.

sary for a time to declare an embargo here on the shipment of grain to elevators to give time for shipments out of them. All the railroads in this territory are in the same condition as to the shortage."

Export shipping, of course, has been held up. Embargoes have been declared in the East and South on loads for exports and few cars are going from here to export centers.

E. L. Bretton of Kansas City, Kan., is the new supervisor of inspection for the Kansas Grain Inspection Department, succeeding J. C. Waffer, who has returned to his home at Wichita, Kan.

Guy A. Moore of the Moore-Lawless Grain Company was elected president of the Kansas City Grain Club at its annual election and dinner at the Hotel Muehlebach. C. A. Dayton was named vice-president, with H. F. Noland secretary and treasurer.

The Lonsdale Grain Company has the honor of being the defendant in the first suit tried in Kansas City, Kan., before a jury on which women sat. And the women decided for the grain company. It took them less than 30 minutes to decide against J. D. Walters, who was asking \$2,000 damages for injuries received while employed by the grain company.

The National Farmers' Equity Union, the headquarters of which are at Greenville, Ill., with 50 co-operative elevators in the Kansas City district, met here last month and made arrangements to open a selling office here. A seat also will be purchased on the Board of Trade. Grain growers from Missouri, southern Nebraska, eastern Colorado, Kansas and Oklahoma attended the meeting.

Reports made by George B. Ross, state grain inspector for Kansas, show that inspection charges have been cut about 20 per cent under the grain laws passed

by the last legislature. Last year, for the first time since the Department was established, it showed a profit instead of a loss, despite the fact that inspection fees had been reduced from 85 to 65 cents a car and weighing charges from \$1 to 65 cents.

The annual banquet of the Hay Dealers' Association of Kansas City was held at the Hotel Baltimore last month. J. D. Cole, president of the National Hay Dealers' Association, acted as toastmaster, and addresses were made by J. E. Brubaker, Federal hay inspector, J. E. Dyer and James M. Russell.

Hay receipts at the Kansas City market in January totaled 2,355 cars, the smallest January receipts since 1910. A moderate demand developed throughout the month for prairie, with little trade in the lower grades. Alfalfa continued practically unchanged, with fair demands from feeders. The alfalfa receipts have been somewhat heavy for this time of the year.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

THE annual election of the Commercial Exchange usually develops into a fierce contest for supremacy. This year, contrary to its past history and precedents, it became a veritable love feast, with hardly enough excitement anywhere along the grain floor to attract particular attention. President Louis G. Graff, Vice-President C. Herbert Bell and Joseph W. Beatty were renominated and re-elected without the slightest opposition; the two first officials named now entering into their third terms, while the veteran treasurer of the Exchange's cash box starts along in his tenth consecutive year. Another peculiar feature of the affair was the rechoosing of the entire six directors, save one who resigned; A. H. March filling the post of Jacob Beiswanger.

The important event of this annual meeting was the installation of the president, whose carefully worded and prophetic address, though quite brief in a way, with its timely references and suggestions, has already stirred up the apparent indifference in trade circles to a vigorous future policy of action.

One of the statements which he made in a general way, and which seemed to be well founded, was that while being connected with the Exchange in various capacities for the past 20 years he had never known of so many difficult and extremely perplexing problems to solve as those arising during the past 18 months. And he gave as his opinion that the export grain trade often saved this country from financial panic; and in that direction he especially commended the trade from this port and the members of the Exchange who contributed largely to this good work.

He startled his hearers, however, by the remark that the entire grain elevator capacity here last year was fully 1,000,000 bushels less than it was nearly a quarter of a century ago; and as we should be as close as possible to other seaboard markets, the railroads entering this city as a terminal should be urged without delay to furnish for the trade increased storage capacity and have constructed a greater number of box cars; and he pledged the Exchange to use every honorable endeavor to defeat the repeal of the Seamen's Bill.

Augustus Beitney and S. Abbott Willits, both prominent members of the Commercial Exchange and extensively engaged in the grain, feed and hay trade, died here recently during the grippe epidemic.

The finances of the Exchange being in extra good condition, thanks to Chairman E. H. Price, every employe and official along the Rialto from the efficient secretary and his courteous assistant on down to the busy gate men and the call boys received a substantial raise in their salaries and in consequence thereof are extremely happy.

George E. Bartol, president of the Bourse, has sent out invitations to 50 commercial and trade organizations in the city requesting the president of each body to become a member of a special committee of 50 to boom the business of this port in a practical way. This to be accomplished by the immediate adoption of plans for an extensive publicity campaign to get the members of all these associations as well as all shippers of grain and other products, manufacturers and merchants to ship all their goods by way of the port of Philadelphia instead of using other ports and other routes. If all of the shippers here would put in practice just what this movement asks them to do the trade of the port would be so largely increased that the liberal expenditures by the U. S. Government on the harbor and the construction of a series of modern piers, wharves and docks costing millions of dollars along the river fronts would be more than justified.

The committee has adopted on attractive and con-

spicuous seal to be used as an educational tag and constant reminder, containing these words, "Buy—Sell—Ship via Philadelphia," and from this time on a great and determined boom is to be made all along trade lines for the future substantial betterment of the port.

The rule has just been adopted that hereafter a contribution of flowers will mark the esteem in which the Commercial Exchange holds a member upon his decease.

I. G. Boddy, a well known feed dealer located at 32d and Thompson streets, is the latest new member received by the Commercial Exchange.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THE recent wide break in wheat futures was welcome in the St. Louis market, as the trade generally has been bearish for some time. With the winter wheat movement showing a steady increase at primary points, and stocks here and at Kansas City increasing, professionals refused to favor the long side of the market, except on very severe declines. As a result the longs caught in the recent shake-out were largely farmers and outside speculators. The "pit crowd" was bearish almost to a man.

At the moment the market has worked into a position where opinion is much divided as to the future. Many traders, who were short wheat when the break came, still believe in very much lower prices later on the crop, but think the recent decline was about in proportion to that of a year ago at this time, when, with May wheat at \$1.62½ here on Feb. 5, a decline by Feb. 21 carried the price to \$1.41½ before a rally started that sent the market nearly back to the high point of Feb. 5. In May, however, values went all to pieces, and these traders expect the same movement this year, only on a less drastic scale, as values now are 30 cents under those of a year ago.

The bears are pinning their faith on the fact that world's wheat supplies are some 70,000,000 bushels in excess of last year, and that, although exports of wheat and flour from North America are slightly in excess of a year ago, the increased movement has been from Canada and has left United States exports nearly 50,000,000 bushels below those of last season. In addition, they say that the movement of wheat both in Canada and the domestic Northwest has been delayed by unusually low temperatures and excessive snow covering, and that a change in the weather will mean an increase in spring wheat receipts, at a time when the movement in the Southwest shows every sign of gaining headway. Furthermore, the bears assert that the decreased acreage of winter wheat this year will be more than counteracted by large reserves on the farms, especially in the Northwest, where the spring wheat crop broke all records.

The bulls, however, are confident that the market will sell very much higher later on. They assert that, with Russia cut off from shipments to Europe, with the Argentine crop interfered with by excessive freight rates, with these same conditions in Australia, American markets must supply almost the entire needs of Europe, and that this will not only mean unusually light supplies of wheat in this country on the end of the old crop, but that, with the reduced acreage in winter wheat and the usual spring crop scares, farmers will not market their holdings except at unusually attractive prices, especially if indications are, as at present, that the war will last throughout the summer.

Cash wheat houses have experienced a good business during the past month, as receipts have been heavier than at any time on the crop, with the exception of the first flush movement. Export demands in this market, however, have been moderate. Most of the offerings have been taken via the Gulf.

Allen Logan, of Logan Bros. Grain Company, Kansas City, was on the Merchants' Exchange recently. Mr. Logan said that most of the Kansas wheat crop was under a thick coat of ice, and that there was no doubt but that some loss in acreage would result from winter killing. As usual, however, Mr. Logan is hopeful that Kansas will raise a big wheat crop.

The Langenberg Bros. Grain Company has acquired the holdings of the milling and elevator business of Langenberg & Conrad Becker, at Republic, Mo., and other points. Besides the property of the Republic mill and elevator, the deal involves elevators at Sarcocoxie, Wentworth, Exeter and Monett. The property is valued at \$250,000.

George C. Martin, Jr., of Goffe & Carkener Company, was elected president of the St. Louis Grain Club at the annual meeting held recently. N. L. Moffitt, of Hubbard & Moffitt Commission Company, was named vice-president. The directors named were W. T.

Brookings, W. D. Parrott, L. A. Cooksey, R. C. Valier and F. W. Langenberg. W. B. Christian, secretary of the club, was presented with a handsome diamond pin.

J. W. Griffith, formerly with the C. H. Albers Commission Company, has succeeded Fred L. Wallace as St. Louis representative of the Bartlett Frazier Company, Chicago. Mr. Wallace has entered the cash grain business for himself.

The following have been posted for membership in the Merchants' Exchange: T. C. Taylor, of Seele Bros. Grain Company; George I. Bruno, of Thurnau Grain & Feed Company; W. A. Elam, of Valier & Spies Milling Company; R. L. Canole, of J. H. Teasdale Grain Company; F. J. Sommers, of Hunter Bros. Grain Company; T. P. Bond, of Barnett Elevator Company, Barnett, Mo.; and L. J. Albrecht, of J. F. Albrecht Company.

The St. Louis branch office of Logan & Bryan has been placed in charge of Bert Forester. Manuel P. Fisher is assistant manager. W. A. (Billie) Rooke, who has been in charge of the office for many years, has been offered a position with the firm in Chicago. Forester is well known in local brokerage circles. For several years he had charge of the private wire service of G. H. Walker & Co. Fisher has been with Logan & Bryan for several years.

Winter wheat in St. Louis territory is in good condition, according to reports received by Sam Plant of the George P. Plant Milling Company, Charles Hezel, Jr., of the Hezel Milling Company, Edward Pfeffer of the Pfeffer Milling Company, Lebanon, Ill., who was on 'Change recently, and other millers and commission men. Most of the wheat near St. Louis was fortunate in having a fairly good snow covering when the recent cold wave came, and so far there have been no reports of winter killing in this vicinity. Millers still report difficulty in securing good grades of winter wheat.

The St. Louis Merchant's Exchange was crowded with visitors recently, when 300 grain dealers and millers attended the Missouri Grain Dealers' second annual convention. A representative of the "American Grain Trade" made a canvass of many of the strangers to find out their opinion of the wheat market. Nearly all were very bullish, and quite a few predicted very high prices on the end of the crop. Within 15 days after the canvass was made wheat broke over 10 cents a bushel. This is usually the case when market opinion is all one way.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of January, 1916:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	5,248,995	3,140,427	5,293,055	3,303,028
Corn, bus.....	2,548,923	2,993,049	2,377,956	2,262,639
Oats, bus.....	970,584	3,011,104	1,050,455	3,508,494
Barley, bus.....	1,465,161	406,284	1,795,547	189,834
Rye, bus.....	1,592,420	1,256,389	1,005,542	1,319,913
Hay, tons.....	3,993	5,599	682	610
Flour, bbls.....	161,027	188,524	151,086	188,973

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	7,038,000	5,330,000	5,249,000	7,865,000
Corn, bus.....	11,952,000	20,877,000	4,902,000	11,622,000
Oats, bus.....	12,892,000	11,689,000	9,430,000	10,839,000
Barley, bus.....	4,478,000	2,249,000	1,662,000	1,307,000
Rye, bus.....	533,000	409,000	516,000	430,000
Timothy sd., lbs.	1,431,000	3,050,000	1,892,000	2,565,000
Clover seed, lbs.	980,000	1,773,000	1,125,000	1,197,000
Oth. grass sd., lbs.	1,881,000	1,767,000	1,353,000	1,209,000
Flax seed, bus..	36,000	31,000	.....	8,000
Broom corn, lbs.	1,569,000	1,802,000	1,114,000	2,876,000
Hay, tons.....	19,166	37,050	3,585	10,666
Flour, bbls.....	1,017,000	850,000	671,000	651,000

CINCINNATI—Reported by W. C. Culkins, supt. of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	727,008	217,077	591,679	276,617
Corn, bus.....	831,748	1,160,488	297,909	628,155
Oats, bus.....	936,251	481,516	584,443	223,952
Barley, bus.....	114,017	47,750	1,737	1,209
Rye, bus.....	79,029	54,250	25,650	5,413
Timothy sd., lbs.	71	5,009	854	2,514
Clover seed, lbs.	1,314	5,531	1,780	4,426
Oth. grass sd., lbs.	18,365	21,561	15,501	21,469
Flax seed, bus..	1,095	162	448	10
Broom corn, lbs.	213,876	104,154	193,581	29,959
Hay, tons.....	8,495	23,227	7,889	15,909
Flour, bbls.....	230,255	135,023	207,236	110,625

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	200,000	219,000	191,000	193,000
Corn, bus.....	749,000	1,032,000	358,000	475,000
Oats, bus.....	432,000	368,000	211,000	49,000
Barley, bus.....	.....	2,000	.....	10,000
Rye, bus.....	50,000	49,000	47,000	36,000
Flour, bbls.....	31,000	37,000	39,000	44,000

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	5,478,919	1,187,094	931,463	657,225
Oats, bus.....	227,526	704,374	67,101	382,236
Barley, bus.....	299,576	126,324	495,426	245,438
Rye, bus.....	59,490	100,293	82,600	157,351
Flax seed, bus..	463,734	259,239	18,261	98,973

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	73,730	121,739	9,608	32,345
Corn, bus.....	473,841	675,056	69,040	106,636
Oats, bus.....	412,740	566,431	14,468	77,523
Barley, bus.....	9,708	2,651	.....	.....
Rye and cereals, bus. ....	.....	337	714	2,430
Hay, tons.....	2,426	5,423	20	134

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	168,000	86,000	67,000	40,000
Corn, bus.....	2,344,000	2,232,000	839,000	691,000
Oats, bus.....	592,000	390,000	364,000	191,000
Hay, cars.....	110	203	.....	.....

KANSAS CITY—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	6,636,600	3,091,500	5,474,250	5,090,750
Corn, bus.....	3,570,000	4,393,750	1,561,250	673,750
Oats, bus.....	357,000	460,700	232,500	598,500
Barley, bus.....	357,000	82,600	372,400	51,800
Rye, bus.....	52,800	30,800	20,900	48,400
Flax seed, bus..	1,000	10,000	1,000	2,000
Hay, tons.....	29,460	47,064	5,988	7,080

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	771,250	424,625	465,405	355,302
Corn, bus.....	1,603,825	3,953,775	525,299	2,953,607
Oats, bus.....	3,537,800	2,175,500	2,235,394	2,796,232
Barley, bus.....	1,926,940	1,664,280	766,911	625,004
Rye, bus.....	277,300	329,150	329,770	375,744
Timothy sd., lbs.	632,770	784,440	322,099	406,962
Clover seed, lbs.	680,207	1,340,112	808,899	1,885,701
Flax seed, bus..	67,710	38,710	.....	.....
Hay, tons.....	2,178	4,623	240	2,420
Flour, bbls.....	122,830	105,990	140,930	197,285

NEW ORLEANS—Reported by W. L. Richeson, chief grain inspector and weighmaster of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	2,498,935	5,923,970
Corn, bus.....	377,530	167,220
Oats, bus.....	25,050	43,060

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	12,946,180	.....	11,068,083	.....
Corn, bus.....	282,100	.....	169,409	.....
Oats, bus.....	2,540,100	.....	1,708,933	.....
Barley, bus.....	1,088,725	.....	1,102,966	.....
Rye, bus.....	26,250	.....	226,835	.....
Timothy, clover and other grass seeds, lbs.	2,248	.....	†2,616	.....
Flax seed, bus..	614,000	.....	.....	.....
Hay, tons.....	14,295	.....	*10	.....
Flour, bbls.....	1,187,049	.....	827,381	.....

*Bales. †Including 547 lbs. timothy.

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	2,986,800	1,200,000	2,446,800	1,659,600
Corn, bus.....	3,470,400	6,859,200	2,777,500	4,889,500
Oats, bus.....	895,900	1,116,900	1,008,000	1,294,500
Barley, bus.....	110,600	32,200	69,000	9,000
Rye, bus.....	92,400	71,500	170,000	60,000

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	246,500	175,000	203,800	97,090
Corn, bus.....	3,861,300	1,974,717	1,298,650	822,214
Oats, bus.....	849,300	1,953,600	1,180,375	1,084,086
Barley, bus.....	257,600	303,800	85,030	220,122
Rys, bus.....	44,400	44,400	32,400	27,600
Mill feed, tons..	6,077	6,311	17,960	14,499
Seeds, lbs.....	210,000	210,000	120,000	45,000
Broom corn, lbs..	45,000	195,000	15,000	105,000
Hay, tons.....	2,530	2,679	606	2,334
Flour, bbls.....	255,400	335,700	253,665	343,169

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,720,130	2,744,437	3,712,926	3,234,692
Corn, bus.....	315,605	821,673	75,081	231,468
Oats, bus.....	1,480,520	776,849	777,352	.....
Barley, bus.....	169,892	11,773	118,998	22,000
Rye, bus.....	147,782	45,000	124,527	9,000
Clover seed, bags	.....	218	.....	.....
Flax seed, bus..	58,855	64,200	.....	.....
Hay, tons.....	7,778	6,896	.....	.....
Flour, bbls.....	242,567	263,257	110,040	106,968

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,689,265	1,932,229	3,068,330	2,405,280
Corn, bus.....	1,381,200	2,392,800	564,820	1,380,840
Oats, bus.....	1,441,600	2,313,780	901,880	1,252,440
Barley, bus.....	176,000	166,800	33,730	20,230
Rye, bus.....	116,700	41,960	102,900	53,730
Hay, tons.....	15,220	24,840	6,595	15,260
Flour, bbls.....	350,170	359,100	489,830	469,470



MISS MAY WHEAT

Dear Mr. Bin Man:—I write to inform you that I am the principal figure in the wheat pit, and am the only character in the trade who is perennially young.

Respectfully,

MAY WHEAT.

FINE WORK

The Colonel says to the Major: "Major, I should feel highly honored with your opinion of some liquor I am opening. It has never touched glass, sir—never touched glass, sir." (They sip and sample.) "Yes, Colonel," says the Major, "it's old and excellent, but I detect a slight flavor of iron, sir!" "You do, sir?" (The Colonel crimsoned.) "Yes, sir, a slight flavor of iron, sir." "Well, let me taste before going further," says the cautious Colonel. (Tasting.) "Ah, yes, but Major, in addition to the iron, I also detect a flavor of leather, sir." So they draw the whisky off, and, at the bottom, the triumphant and now friendly experts find a leather-coated carpet-tack at the bottom.

4,000 HARVESTS AGO

The archaeologists working under the Egypt Exploration Fund, at Deir-el-Bahari, have discovered a loaf of bread, the age of which is estimated at from 3,500 to 4,000 years. That's a good many harvests off! This loaf is not of the pan or flat cake shape, as loaves are found in later tombs, but is large, with a triangular form, a sort of three-pointed "star." It is cracked in places, like an old pavement. The loaf was never designed for eating—except by the dead, should they need food.

FIVE MINUTES NET

The late Henry Guy Carleton, author of "Memnon" and "The Gilded Fool," was a confirmed stutterer. He called Nat Goodwin on the phone. "Nat," he asked, "when can I have half an hour's talk with you?" "Why, any time, Guy, what have you on your mind?" "I want to hold five minutes of conversation," stammered the poet.

A WEDDING IN ST. PAUL'S

The wedding of Major R. Whitebread, of the Coldstream Guards, and Miss Josephine Peck, of Chicago, took place at St. Paul's Cathedral, in London, last September. The war, we understand, prevented our charming correspondent, Miss Maizie Wheat, from attending as one of the bridesmaids in this distinguished affair. Her learned father, Mr. Roscius Redfield Wheat, informs us that the name of Whitebread implies a union of ancient English and Irish families. On the bride's side, Mr. Wheat notes that the Pecks, and the Picotins in France, were measurably well received in the oldest grain families long before the triumphal entry of the Bushels, the Litres, and the Leiters.

MR. HIGGINS' CREDIT

Major Randolph Gore Hampton (the late Col. John A. Cockerill) told the story this way:

"The other day a country merchant from Owl Hollow came up to Selma to buy goods of old Isaac Rosenheim, our leading clothing merchant. After he had made his deal he said to the clerk that waited on him: 'Looky hyar, Mr. Dryfoos, I've bought quite a bill of goods of you, and as Christmas is coming on, I think you ought to make me a little present.' 'Certainly,' said the clerk, and he picked out a very nice necktie, worth about a dollar, and handed it to his customer. 'That's an ornery present to make to me after the business I've done with you,' said the country dealer, 'and I want something better.' 'Well,' said the clerk, 'I will have to speak to the house about it.' Going into the back office he said: 'Mr. Rosenheim, I have sold a bill of goods to Mr. Higgins, of Owl Hollow, and he wants a present. I have offered him a necktie and he won't take it. What shall I give him?' 'How much was the business, and what was the terms?' inquired Mr. Rosenheim. 'He bought \$500, paid \$300 cash, and gave his two notes for thirty and sixty days.' 'Very well,' replied Mr. Rosenheim, 'make him a present of his sixty-day note.' The clerk went back to tell Mr. Higgins the good news. 'Will the

old man indorse the note?' 'I'll see,' said the clerk, and he again went back, saw Mr. Rosenheim, and returned. 'The old man won't indorse the note,' said he. 'Very well,' said the merchant, 'I'll take the necktie.'"

BREAD IN OLD LONDON

III

The third class of bread (writes Robert Chambers), was Tourte, made of unbolted meal. This name has much puzzled the learned. It seems not improbable, however, that this kind of bread was originally so called from the loaves having a twisted form (*torti*) to distinguish them from those of a finer quality. Tourte was in common use with the humbler classes and the inmates of monasteries.

[TO BE CONTINUED.]

PRESS WOODRUFF'S STORY

Press Woodruff, humorist, visited a small town and billed it for a lecture by himself that night. He saw a little girl looking at the handbill. "Are you going to the lecture, my little maid?" "I guess so, sir," she said, "if I can sell my dog." "Well, it would be a pity to sell your pet. Here is a free ticket. Be sure and come." And there the lady sat on the front row and listened to the entire programme. At the door, after the lecture, he saw her again. "My little girl," he said, "how did you like the entertainment?"

She smiled sweetly. "I'm glad I didn't sell my dog!"

HARVEST IN THE HOLY LAND

Rain begins to fall about November, after a rainless summer, and, as soon as the ground is well moistened, the fellah begins planting the winter cereals—wheat, barley, lentils, beans, etc. The plow is made of oak. Oxen draw it. Cows and donkeys are employed by the poorer people.

The fellah sows the grain on the bare ground and then plows it in.

During harvest time the fields are lively and picturesque. The entire family takes part in the work, the small children playing about among the sheaves, and even the babies are brought to the fields.

A large-toothed sickle is employed by the reapers when the grain is long, but, if short, a smaller one is used, the edge being quite dull, so that it does not cut but uproots the grain.

Destitute women and girls are allowed to follow the reapers and glean the fallen ears, which they tie into neat little bundles, dropping them on the ground as they go along, and these they gather up every evening, and beat out the grain with a stick, just as Ruth did of old in the fields of Bethlehem. During harvest what the Bible calls "parched corn" is made in almost every field. Some wheat not fully ripe is cut down and set on fire, the straw only being consumed. The roasted heads are rubbed between the hands and the chaff winnowed out. This roasted wheat forms one of the common articles of diet of the reapers (as in Ruth).

A large flat rock in the mountainous country, or a hard piece of ground on the plains, is selected for the threshing-floor, and, up to the present time, bears the Biblical name of *joren*. A tithe of one-tenth is here assessed and collected. The sheaves are brought to the threshing-floor on the backs of camels, mules and donkeys. One of the piles is first chosen by the tax collector and has to be separately trodden out and the grain delivered to him before the rest of the work begins.

Threshing by the primitive methods employed is the most tiresome task of all the fellah's heavy round of toil. In many places it is done entirely by treading out beneath the feet of the animals. They are tied together abreast and driven round and round over the spread-out grain. Men with wooden forks follow the oxen, and keep the straw stirred up.

The mules and horses are provided with flat sheet-iron shoes for all kinds of work, and the cattle, just as the threshing season begins, are especially shod. On each half of the cloven hoof a small iron shoe is nailed, and this not only facilitates the work of separating the grain, but prevents the animal from becoming lame.

To separate the grain, "the fan," which is a wooden fork, is used, the farmer waiting until the wind is blowing hard enough without being violent. Such conditions are best found in the evenings and during moonlight nights. The winnower tosses the trampled grain into the air, and, being heavier than the straw, it falls into a heap by itself, while the fine straw settles into a neat pile a little distance away. A sieve is next employed, and through this the grain is passed to take out the coarse stubble that is too heavy to be blown away.

The straw, which is fed to beasts, is called tiben—the same tiben that Pharaoh refused to furnish to his brick-making Hebrew subjects.

The above particulars are furnished to the *National Geographic Magazine* of March, 1914, by John D. Whiting.

EXPLANATION

"What's keeping us back so, Colonel?" asked the passenger of the conductor. "You see," explained the conductor, "the train ahead of us was behind, and we were behind before, besides."

OUR CONFIDENTIAL CORRESPONDENCE

We have enlarged the scope of this department this month and hereafter any grain dealer, whether or not he is a subscriber to the "American Grain Trade," may avail himself of our special information service free of charge. Letters only will be answered that contain a return, stamped, self-addressed envelope. Names of inquirers are kept strictly confidential.

Not a Paradox.

Puzzled Dealer:—I have frequently noticed that when market conditions are most bearish prices ascend, and when very bullish prices decline. Is not this what is termed a paradox?

No, that is not a paradox. From the standpoint of the successful speculator, that's business.

An Inconsistent Dealer.

Honest Shipper:—I have a competitor who condemns the loaning of bags and free storage in stirring speeches at grain conventions, but who at home practices these evils. How would you explain such inconsistency?

Your competitor is troubled with the not uncommon disease of *gangrenus mentalis*, or pure cussedness. We suggest sending him a few leaves on Science Healing, or have him examined by some good oculist for short-sightedness.

Origin of Crop Killers' Union.

Dealer Who Seeks Light:—I see a great deal in the daily papers about the Crop Killers' Union. Does such a union exist?

The origin of the Crop Killers' Union dates from a very early period. It is reported that Abel sent a wireless to his father Adam declaring that the wheat crop in the north eighty of Paradise would be a failure owing to the fly, and advising him to buy May futures in case of a total loss to the crop. Thereupon Abel loaded Father Adam up with all the futures the latter wanted to buy, and when later the wheat crop in the north eighty turned out 40 bushels to the acre testing 63 pounds to the measured bushel, Abel made a nice thing off the old man on the slump which followed. Abel was a charter member of the Crop Killers' Union and his method is still in vogue in almost its original form. It is stated that the largest present membership in the Union hails from Kansas.

The End of the War.

Peaceful Exporter:—What effect will the end of the war have on the price of wheat, corn and oats?

This is not the first inquiry we have received on this very important and interesting question. An inquirer placed this query before us some weeks ago and it was at once turned over to our expert on foreign relations. We understand that he had a reply ready for publication when, unfortunately, something snapped in his dome. We visited him in his padded cell yesterday and must beg the indulgence of our readers until his recovery, when we will immediately give his findings in this column.

ASSOCIATIONS

CONVENTION CALENDAR

February 15-17.—Western Farmers' Grain Dealers' Association, at Des Moines, Iowa.

February 18.—Northwestern Ohio Grain Dealers Association, Lima.

February 29, March 1-2.—North Dakota Farmer Grain Dealers' Association, at Grand Forks, N. D.

March 7-9.—Farmers Co-operative Grain Dealers Association of Kansas, Salina.

May 2-4.—Kansas Grain Dealers Association, Kansas City.

May 9-10.—Illinois Grain Dealers' Association, at Decatur, Ill.

May 23-24.—Oklahoma Grain Dealers Association, Oklahoma City.

July 11-13.—National Hay Association, Cedar Point, Ohio.

September 25-27.—Grain Dealers National Association, Baltimore.

MISSOURI DEALERS HAVE GREAT MEETING

J. L. Frederick of St. Joseph, elected chairman to take the place of J. D. Mann, president of the Association who died during his term of office, presided over the second annual meeting of the Missouri Grain Dealers' Association, the meeting in enthusiasm and interest being one of the best ever held by a state association. The attendance showed about 150 names, which is remarkably good for so young a member of the organization family.

Jacob Schreiner, president of the St. Louis Merchants' Exchange, cordially welcomed the dealers and said he hoped that the shippers, in exchange for the support of the Association given by the exchange members would, in turn, lend their aid in supporting the Weighing Department, which was under attack by the attorney general.

Secretary Gunnell's Report.

Secretary J. A. Gunnell read a report which showed the activity and growth of the Association during the year. His financial statement corresponded with that of Treasurer W. W. Pollock and was later approved by the Auditing Committee. The report was as follows:

I desire to herewith hand you the following report of your secretary dating from February 13, 1915, to January 20, 1916. The year past has been one of continued activity in the Association. At the beginning of the year a great amount of work was yet required to complete our organization. Along this line a large amount of work has been done towards perfecting our various departments in such a way as to make them more efficient in serving the members of our Association and the grain trade in general. Local meetings have been held in practically every section of the state. These meetings were well attended and much interest was taken in the discussion of local conditions as well as problems of state and national interest.

Our growth, while not showing a continuance of the rapid growth of our early history, has been one of gradually gaining strength. Not a month has passed but some new names have been added to our list of members. In all a total of 74 applications have been received.

Splendid co-operation has been noted in practically every section of the state between the individual members of the trade in their efforts to weed out the evils that had existed in the past. In this we have had the splendid co-operation of all the terminal markets, tributary to the state. Very few complaints have been filed and in fact those few that have been called to our attention have practically all been satisfactorily adjusted when all parties to the controversy come to a general understanding of the different details of the case.

Legislation.

The beginning of the year found our State Legislature in session. This session was especially noted for the number of bills introduced and the small number enacted. Some of our state politicians no doubt having a number of political friends to reward had introduced a number of bills affecting the grain trade without even consulting or securing an opinion from any of its members. It seems as if their main object was to create new jobs, adding additional expense without increasing the efficiency of their present methods. Our Legislative Committee and the members of our Association at once entered a protest to these bills, pointing out the objectionable features to the Legislature. As a result only one of these bills was enacted, that known as House Bill No. 523, and this one amended in such a way that a large part of the objectionable features were removed. A full report of this work will be made by the chairman of the Legislative Committee. Recently a number of bills have been introduced in the National Congress affecting the grain trade. I will not take time to discuss any of these bills except the one known as the Moss Bill which provides that the United States Department of Agriculture shall establish a uniform grade on all cereals entering into interstate and export trade and further provides for the supervision of such grading. This bill having practically the unanimous endorsement of the grain trade, we have taken this matter up with the different representatives in Congress from Missouri urging them to give this bill their united support. Practically all have responded that they have found that this bill

meets with the approval of their constituents hence would urge its early passage.

St. Louis Exchange Weighing Department.
Early in the year a suit was instituted by the attorney general of the state against the Merchants Exchange of St. Louis on account of the Department of Weights maintained by that Exchange. The history of this Department and the similar one maintained by the Board of Trade of Kansas City is well known to all those interested in the grain trade. These departments were organized about 13 years ago at the request of the country shippers of Missouri and surrounding states using Missouri's terminal markets, on account of the inefficiency and dissatisfaction that existed regarding the State Weighing Departments maintained at that time. These departments have proven highly satisfactory to the grain trade and we feel that it would be highly detrimental to have them discontinued. Realizing the benefits of these departments we have protested to the attorney general of the state and tried to point out the many benefits derived. As a result or partially so, the case has been postponed from time to time and it is problematical as to when a hearing will be had.

Transportation.

One of the busiest departments of our Association during the past year has been the Transportation Committee. The railroads of the state, of which a large number are in the hands of the receivers, have been making a strenuous and united effort to secure advances in freight rates. And to some extent have been able to convince the State Public Service Commission of this necessity. Your secretary and Transportation



PRESIDENT J. L. FREDERICK
St. Joseph, Mo.

Committee have done everything possible to guard your interests. I will refrain from going into details as this report will be made later by the chairman of this committee.

For a period of years a number of the railroads of Missouri have been making a deduction of 1/2 of 1 per cent from the net weight of each car of grain on which a claim was filed for loss in transit, on all business that moved intrastate, using as their authority a portion of Section 3156, Revised Statutes 1909. As no deductions were allowed on interstate traffic, this was plainly a discrimination against intrastate business. Some time ago this matter was called to the attention of the Public Service Commission of Missouri by your secretary and with their assistance we have been able to secure an agreement with the Traffic Department of the railroads that this deduction will not be made, thereby removing the discrimination that has existed against state business.

Financial Statement.

Total collections to January 20, 1916....	\$5,076.78
Total expenses to January 20, 1916.....	4,552.54
Balance on hand	524.24
Outstanding collections	1,487.00
Total assets	2,011.24

We have endeavored at all times to carry out the wishes and directions of our officers and members desiring as far as possible to promote the interests of our members and the entire grain trade. At the same time trying to eliminate and prevent the many evils. The generous support accorded has materially assisted us in the performance of our duty and in closing we desire to express our appreciation to the members who have responded to the demands made upon their time and the grain trade in general. We sincerely trust that our efforts meet with your approval.

An address on "Pending Federal Legislation" was made by J. Ralph Pickell, in which he dealt with the subject in a general manner, but which emphasized the need of constant vigilance by the grain trade.

The following Resolutions Committee was then appointed: E. S. Harte, Knobnoster, Mo.; J. J. Culp, Warrensburg; and J. L. Messmore, St. Louis.

WEDNESDAY AFTERNOON SESSION

The address of President Lee G. Metcalf of the National Association was one of the features of the meeting. After congratulating the Missouri dealers on their Association and pointing out what had been accomplished in the past by association effort, he said:

I presume by this time you think I am neglecting my subject, and that I ought to say something more pertinent about the value of organization. Permit me to suggest that if you have had no other experiences in organized effort and are familiar with what your state association has done the past year, you will admit that organization is conducive of good results. Surely there are many practical illustrations of its valuable work. In fact, I can conceive of no material benefits or satisfactory results that are obtained without organization of some nature. Man was made a dependent creature, and it is one of the plans of the Creator that works for his development and advancement that he depend upon his brother man. Much could be said along the lines of associations of men in all directions, but the subject would be too comprehensive to handle, with this thought in view, and whatever I have to say will be confined more particularly to the value of organization in the handling of grain.

For 25 years I have been an earnest and consistent advocate of association work in the grain trade, and can say to you, from the experience I have gained during this time, that I have seen order worked out of chaos, losses turned into profits, the highest stamp of character placed upon the business—much of it, if not all of it, brought about by the organized efforts of the grain men. I can remember the time when the order of things was for one grain man to treat another with that indifference and scorn that would today be ridiculed. I felt when I went into the business, the one great need was for competitor to treat competitor as a man like himself, having at least some good qualities, perhaps many bad ones.

At that time the grain men were a disorganized lot, and you usually found the highest ambition they had was to do something damaging to their competitor. By association work the surprising discovery was made that the brother grain man was a competitor, to be sure, but an honest, hard-working, conscientious, and more often than otherwise, a big, kind-hearted, generous gentleman. After the expulsion of this repugnant and ridiculous treatment of competitor, other disagreeable features and unbusinesslike methods were quickly thrown into the discard, and the epoch of development, brought about by the advanced methods of handling business, and the necessity of conforming to safer and more sensible systems and smaller profits began the great work of uniformity, which resulted in a still further advancement in the line of more satisfactory business, at less risk, and at less cost for the handling.

Decreased Handling Cost.

One thing that I desire to keep paramount in your minds is the fact that grain is handled today at a less average cost per bushel, as an expense incurred from reaching the producer to the consumer, than it has ever been handled before, when all risks and conditions of every nature are taken into account. Then it is a positive and correct conclusion that throughout all these evolutions, which I have noted for the past 25 years, the producer and the consumer have been benefited to an equal if not a greater extent than the handler. Grain organizations have for years looked after the producer's and consumer's interests, in that they have insisted on reasonable railroad rates, put forth a united endeavor for better and more rapid transportation facilities, and co-operated and worked in harmony every way they could with the universities and farmers toward the production of a larger yield of better grain; have advocated and, I trust, have succeeded, to some extent at least, in encouraging the better seeding, cultivating, harvesting and housing of the grain; in fact, my friends, the grain offices of the shippers of this country have been the great arteries of dissemination through which have passed all these educational factors that work toward improved methods in raising and marketing the cereal products of the country with the greatest uniformity and minimum expense.

It is true that some thoughtless and fanatical people have maligned the grain interests and labeled them "trusts," and attacked them on the front, from the flank and the rear; and while I have often been irritated and chagrined by such people, I have never been very angry, for I always have felt that they were actuated by insincere and selfish motives. I am here today to say with unflinching confidence in my statement that the men who handle the grain of this country do it with the least possible cost consistent with good, sound business, and have incorporated into their trade as much integrity and honesty and square-toed dealings as any other line of business in the whole United States. While much has been accomplished by organized effort, the field for useful activity in association work has just been touched. There are numberless things that need and should require our attention, only a few of which I will mention.

In my annual address at the National Convention in Peoria last October, I called attention to the tremendous amount of waste that I believe prevailed in the handling of the farm products of this country. I dwelt at some length upon this proposition, as I felt it one of great merit. In that address I dwelt particularly upon the loss of grain in transit, and undertook to show how the shippers, co-operating with the railroads, might save a very large percentage of this waste. The more I think along this line, the more I am impressed with the great good that might be accomplished if this team work were performed, and what an immense saving would result to all interests in the handling of the grain products.

Losses in First Handling.

In visiting local elevators where grain is brought direct from the farm last fall, I have been astounded at the immense loss of grain in its initial movement through the country elevator. I am fully convinced that thousands and thousands of bushels of grain are wasted in this initial handling. In my part of the country, where the early movement of corn from the farmer is largely in the ear, you could not visit a cob house in which you would not find any amount of grains of corn clinging to the cob, and very much shelled corn also which, as you will readily comprehend, is a complete loss. The grain clinging to the cob was the outcome of trying to handle corn that was not fully matured and in a condition to shell and ship. Gentlemen, there is no controverting the fact that the farmers of this country, encouraged by the shippers, get too anxious to deliver corn before it is fully matured. It would be well if we would remember that old Mother Nature after all operates the best corn conditioner in the world, and if farmers and grain shippers would but take note of

this fact, improved grain and better prices would result.

The receiving and shipping of grain in this condition results not only in the loss referred to above, but it oftentimes is responsible for a greater loss on account of the poor carrying condition of the grain, resulting in its deterioration and subjecting it to immense discounts. My conclusion is that the shelled grain wasted as above referred to is caused more than anything else by the poor husking that is prevalent all over the country. I have seen corn in the last few months, delivered to the country elevator, that to the casual observer would have every appearance of being corn gathered without any attempt to remove the husks. In an examination that I made, following this corn from the time it was dumped into the house and observing its movement to and from the sheller, into the elevator and over the grain separators, I was amazed at the tremendous loss caused by the machinery being unable to separate the shelled corn from the husks and the cob. More particularly was this true when the weather was murky and the corn was damp. If we could arrive at a careful conclusion as to the amount of corn wasted as indicated in this statement, we would be astounded.

What occurs to me is this—should not an intelligent people, comprising this and other like associations, make some united effort toward the stopping of such a tremendous loss? You naturally ask who is responsible, and I am going to frankly state to you that the country elevator man, whether an association member or not, is responsible more than any one else for this unusual and unnecessary waste. In his zealous efforts to do business, and in his mad rush to beat his com-

opportunities that are unfolding so rapidly that no one will have time to be selfish or dissatisfied.

The true American citizen laments the terrific catastrophe abroad that is taking such a toll of lives and property, but we feel that we are in no way responsible, and if we are the beneficiaries of these conditions it is simply a result of the great onward movement of time over which we have no control. I look forward to an era of prosperity in this country when this foreign disaster is over, that will have had no parallel in our history, and I believe that we will reap perhaps more liberally from the benefits that accrue than any other country; and yet I feel that in this era of new prosperity and new business developments and business changes, it will be imperative for business men to adjust themselves to the new business conditions if they are to profit by this new epoch in history.

Aspiring to and Securing a Competency.

I anticipate the grain business of the country will be in a measure subjected to as great changes as any other business, and I trust that this future suggested condition may receive your advanced thought and preparation in that you may grasp your opportunities and not suffer because of unpreparedness. It seems to be an inherent principle, especially in all civilized mankind, to want to accumulate property, and I believe this inherent factor is responsible for individual ambition, industry and initiative and for all human progress. And if any man is so constituted that he does not have a desire to add to his holdings, that man, in my opinion, is a failure as a business man and becomes a dangerous character to the business as well as the social world. Every individual engaged in the grain

that will disturb the fundamental business methods of the exchanges of these United States.

Weights and Claims.

F. C. Maegly, who is recognized as one of the authorities on the question of weights and scale troubles, gave an address on "Scale Testing and Inspection at Country Points, and the Oklahoma Plan." This plan includes the thorough testing of all scales in Oklahoma over which grain is weighed. An Oklahoma shipper invoices every car at actual weight at his station. At the first track scale the car reaches it is weighed and if the weight corresponds nearly with that of the invoice the car proceeds; if there is a marked difference the car is held and the cause of error is checked up right there. If there is a variation at the terminal market from this checked weight, the fault can be placed at the unloading point or in transit. The plan, so far as it has been tried, has worked successfully.

The paper brought forth a volume of discussion which touched every phase of weights, claims, losses in transit. C. B. Riley, secretary of the Indiana Grain Dealers' Association, stated that there were but three sound bases for claims; leakage; transfer in transit; and defective seal record. The



BANQUET OF MISSOURI GRAIN DEALERS' ASSOCIATION

petitor to it, he neglects to consider many of the elements in business that work not only to his hardship, but to the hardship of the producer and consumer. First, it is to his hardship, because of the fact that he is handling a grain unfit to be merchandised at the time, and by virtue of this fact is taking an unnecessary element of risk in business, which may result in loss to him. He is not rendering a service to the farmer that comports with good business sense, because this enormous waste must be borne by someone, and if not by the dealer, it must be borne by the producer, where the price to him is made to cover this loss. The consumer is affected because of the waste of this grain, which means a less amount for consumption, and a greater amount to be paid for what is consumed. At first sight, this may seem to you to be a trifling affair, but I insist that if you make a final analysis of the whole matter, you will find a loss here that is unusual, large and unnecessary and which will greatly surpass your first thought. Here is an opportunity for association members, for the good of all, and for the conservation of our products, to act together in a way that would show material results.

I have confined my remarks as an illustration principally to the handling of corn, but I think with equal emphasis it could be said that the same care in handling the other cereals would apply, and numerous illustrations of the possibilities of conserving the farm products might be mentioned, if time would permit. I have simply undertaken to give a concrete illustration, and trust that it will receive your very careful thought.

The Spirit of Harmony.

There has perhaps never been a time in the history of the United States when all business interests were working together in more harmony and with the unified object of obtaining satisfactory results than they are at the present time. There is today every indication of a continued co-operation between business interests to the end that all may be benefited, and we would deeply deplore a condition that would not embrace a proper distribution of the great good that we are now enjoying. We hope that this distribution may be such as will satisfy both capital and labor alike, and that the whole citizenship may take advantage of the

business, as in any other line of business, is entitled to secure a competency, and, as we have said before, if he has not within himself the characteristics that dominate him in this direction, we think that he becomes a blight upon society and a menace to the business community. Reason for yourself. Has not the business man with whom you have been acquainted, and who by industry and frugality has saved something of his earnings, been the man to secure and keep the respect and admiration of his best thinking associates? If he does not do this, he has lost the prestige and influence of his community. Therefore, we conclude that it is a self-evident fact that any man, to be a useful citizen, to beget and hold respect and influence, must be a man who is capable of creating an estate for himself.

The discussion of this phase of our subject must embrace, of course, the thought that equity and justice and sane, safe business principles are at the foundation of the individual's business career. Surely the man who aspires to a competency must simultaneously originate a plan to secure and to save. The world loves success, and time but crystallizes into admiration that business success which is the reward of honest business endeavors. Hence, we say, in concluding the discussion of this subject, that organization, providing, as it does, added, enlarged and more comprehensive facilities for association and development, better qualifies and prepares the individual to create within himself a desire to progress, aye, it may be, to excel.

You will note in presenting this question that I have looked at it principally from the angle of a country shipper. This is because I am more familiar with the grain problem of the country shipper than with the grain problems of the terminal markets. I am of the opinion, however, that all I have said in a general way is applicable to the handler of grain in the terminal markets as well as to the handler of grain in the country. I believe the same progress has been made in our exchanges, and I think they are today occupying advanced positions in all that relates to their sphere in the grain trade, and I maintain, as a result of careful thought, that the country should be very careful indeed, about passing any Federal legislation

discussion ended with the appointment of a committee to submit a plan for the inspection of scales by the railroads.

The following Nominating Committee was appointed: Cecil Wayland, J. J. Culp, J. D. Mead, George Martin, W. W. Pollock.

THURSDAY MORNING SESSION

The Thursday session opened with a brief address by Secretary E. D. Bigelow of the Kansas City Board of Trade on the subject, "The Grain Merchant." Mr. Bigelow not only expressed a high ethical ideal for the grain trade, but gave numerous specific ways in which business between dealers could be simplified and improved.

E. M. Rhodes of Potosi, Mo., spoke on grain rates, denouncing the attempt of Missouri roads to increase the tariffs, holding that in no case was the freight rate too low.

J. C. F. Merrill, secretary of the Chicago Board of Trade, spoke on "Truth and Error in the Economics of the Grain Trade." Mr. Merrill's masterly addresses on this and related subjects have put the grain trade of the country under great obligation to him, for he has struck the keynote in the necessary campaign to educate the public as to the real meaning and function of the grain exchanges.

THURSDAY AFTERNOON SESSION

After the brief report of the Auditing Committee by Erich Picker, J. J. Culp reported for the Legislative Committee, telling briefly of the great amount of work that had been done with the State Legisla-

ture in framing proper bills or suppressing bad ones.

Transportation Committee Report

C. A. Morton reported for the Transportation Committee, as follows:

The secretary has so fully covered the activities of the Transportation Committee that only a brief mention is necessary of much that has been done. So many subjects that are alive now, will have been the subject of discussion before this report is submitted that it will hardly be in order to make more than an occasional recommendation.

Scale Testing.

The action of the Committee on the matter of scale testing has been covered in the bulletins. It is hoped by the present committee that some action will be taken to get uniform weighing methods, and that some plan such as has been suggested will be in active use before the new crop is ready to move.

Elevator Leases.

Last year the railroads of this state increased the minimum rental charge for the ground which was leased to shippers for elevator sites. This charge had been somewhat irregular, though mainly a minimum charge of \$5 has been made. About the first of last year, this minimum was raised to \$12. The advance, so the railroads claimed, was made at the suggestion of the Interstate Commerce Commission that a nominal charge for leases was in conflict with the spirit of the law. The Committee is of the opinion that the Interstate Commerce Commission had in mind solely the lease made at terminal markets or other large shipping centers, where the charges are notoriously low, but the roads could not overlook the small country shipper.

The charge is not a heavy one, amounting in a large majority of the cases to only \$1 a month, but in many cases it is unreasonable, small as it is. Before the committee heard of the matter and before it could thoroughly inform itself as to the charge in adjoining states or get an opinion from the State Commission as to the legality of the advance, or through the Missouri State Public Utilities Commission jurisdiction, most of the shippers had signed their leases and concerted action could not be taken.

The Committee believes that a reduction could be obtained by a united protest if, in the opinion of the membership, the matter is of sufficient moment to warrant a hard and probably rough fight on the question.

Arbitrary Shrinkage on Claims for Loss in Transit.

While this subject is in the province of the Traffic Committee your able secretary deserves the sole credit for success in getting the railroads to cease making a deduction of $\frac{1}{2}$ of 1 per cent for invisible loss on strictly intrastate business. His perseverance has resulted happily while for years past the efforts of terminal market traffic bureaus and receivers have come to naught. Until some uniform plan is adopted the roads will not make this deduction in adjusting claims for loss in transit but consider them strictly on their merits. This deduction is allowed by the statutes, but is so manifest a discrimination that the roads finally agreed to discontinue without the necessity of a formal complaint or suit.

This will open up a new field of trouble, for unless a shipper has good weighing facilities and his records are carefully and accurately kept, the railroads will take refuge behind that clause in the bill of lading which vaguely refers to scale variation.

Missouri Statute Rates.

The settlement of the state and interstate rate conflict has been the big work of the Committee. The Association has been advised of the result. The details of the work of the Committee, the conferences held and the suggestions made are too lengthy for this report.

When the highest rate tribunal of the state gives a decision it would seem good grace for those who are worsted in the case to accept the result without undue kicking. However, the advance allowed by the commission is so radical, so much more than the roads expected, so nearly equal to the old rates, which the Interstate Commerce Commission inferentially condemns, that the Transportation Committee join in the almost state-wide howl against the decision.

While it is true that the result has removed the confusion and injustice that existed under the system of two rates, that old privileges of transit and switching absorptions have been restored, still the states around us have these same advantages and on a lower rate basis than the shippers of Missouri enjoy.

The dealer does not pay the freight; it is the farmer. But a low basis of rates takes your grain to many markets on a more nearly equal basis and increases the competition for it. It widens your opportunities to take advantage of sudden or unusual conditions and reduces the risks you must assume when buying. The low rates which the dealer in Illinois enjoys, gives him numerous marketing points and are largely responsible for the prosperity he enjoys.

Just so far, you are selfishly interested that the rates be as low as they can be and allow the railroads a reasonable return.

Briefly summing up the results of the advance, it may be said that the rates charged by the roads north of the Missouri River are not unduly high, except in those cases where they exceed the schedule charged by the Burlington. In other words, these rates are not so much higher than those charged in this section of the United States as to warrant serious attack. The rates charged by the Missouri Pacific, the Rock Island and the M., K. & T. to St. Louis, south of the Missouri river and north of, say, Clinton, are unreasonable and, in the opinion of your Committee, indefensible.

The rates charged in the southwest part of the state around Springfield and Joplin are a cent or possibly two cents higher than is necessary to preserve the interstate adjustment which the Interstate Commerce Commission suggested should not be disturbed.

The rates in the southeastern part of the state are one to two cents higher than the roads voluntarily maintain for hauls to Memphis or equal distances, but we are advised that the shippers in that part of the state are satisfied with them.

Switching Absorptions.

It was distinctly understood by the representatives of the Association present at the conferences that were held in regard to advancing the state rates, that the Commission would require the railroads to absorb terminal switching charges in case the advances proposed were allowed. If the words of the chairman of the Commission indicate his ideas, this must have been his understanding too, but the railroads have not done so nor have our protests been of any avail. But with two exceptions, the Illinois roads bringing grain into East St. Louis absorb all switching and the rates are in many instances almost one-half those charged in Missouri for like hauls.

River Transportation.

It is the opinion of your Committee that the prosperity of every shipper in the state would be increased by the use of the Mississippi and Missouri Rivers for

the transportation of grain and that the Association should take an active part in all efforts to get a fleet of grain-carrying barges on these streams.

Resolutions.

The Resolutions Committee presented a memorial to the late J. D. Mann. The Moss Bill was endorsed, as was the work of the Office of Grain Standardization, and thanks were extended to J. L. Fredericks for conducting the meeting and to the speakers who helped make it a success. The by-laws were also amended.

Election of Officers.

The following officers were proposed by the Nominating Committee and were elected: President, J. L. Fredericks, St. Joseph; vice-president, J. S. Klingenberg, Concordia; treasurer, W. W. Pollock, Mexico; secretary, J. A. Gunnell, Mexico; directors (two years): F. G. Eggers, Herman; D. B. Kebil, Silkeston; A. C. Harter, Sedalia; H. C. Carter, Hannibal; (for one year) C. B. Talbott, La Clede.

The Banquet.

On Wednesday evening the Merchants' Exchange and the St. Louis Grain Club acted as hosts at a banquet held at the Hotel Jefferson. There was no formal speaking and the affair was thoroughly enjoyed.

INDIANA HOLDS INSPIRING MEETING

Indiana grain dealers gathered early for the annual meeting of the State Association. When President H. H. Deam called the meeting to order at two o'clock on January 19, at the Board of Trade assembly room, there was an attendance of over



PRESIDENT JOHN S. HAZELRIGG
Cambridge City, Ind.

200, many out of state visitors being present who stopped off on their way to the meeting of the Council of Grain Exchanges at Chicago. In his brief opening remarks Mr. Deam predicted that the meeting would be interesting and fruitful and his prophecy was more than fulfilled. His address was, in part, as follows:

The past season, especially the past six months, has taught us a very dear lesson, and one we hope we may not soon have to review. We started out with such a promising outlook; a greatly increased acreage of wheat and oats, and all looking so fine, until the time came to harvest it, when the rains began and continued almost constantly, doing great damage to the wheat, oats and hay, causing the greater part of it to be off-grade, and large quantities to be altogether unsalable. As a consequence, dealers were at sea as to the value of this kind of grain and in many instances paid entirely too much for it, and in other instances dealers made enemies by trying to buy grain at its true value so as not to lose money. There were times when our neighbors would pay from five to ten cents per bushel more for a lot of grain than we had offered; simply a question of one man's judgment against another. In many instances it was a guess. How much we all long for a normal year, when all grain will come good and when every load of grain that comes will have a market value fixed according to terminal market rates.

At the time I became your president, two years ago, I was ambitious to see our membership greatly increased and while we have grown some, the increase has not been what I had hoped. The past year has shown a net increase of 28 in membership. We have actually taken in 60 new members, but along with this, then, has come the withdrawal of 32 in all for various reasons, some going out of business and some who do not keep up their dues.

Future Contracts Burdensome.

In previous addresses we have called attention to some practices indulged in by a few of our members, that we believe are hurtful to them and the trade generally, at least they are the source of much anxiety, unrest and final losses. One in particular is the buying or selling of grain before it is ready for the market. The experience of the past year should serve as a warning for the future; many dealers found their contracts for

future execution were very burdensome to them, and in not a few instances, serious losses resulted therefrom.

It is the opinion of our more conservative members that the general practice of buying ahead from the farmer, and selling the grain thus contracted ahead, is fraught with too much danger, generally speaking, to justify the practice, hence we should be merchants exclusively and not speculators. Many phases of this subject should be discussed, but you are familiar with them and doubtless can determine for yourselves, upon this brief statement, what should be done, using the knowledge gained from your own experience as your guide.

We have invited a number of the markets to which our members ship grain, to be represented on our program today, and I bespeak for them thoughtful consideration. The subject of reinspection of grain, so important to shippers as well as others, will especially interest you, and since the rule and practices are not uniform, we hope to reach some common ground that will be fair alike to the markets and the patrons.

We as shippers must patronize some of the markets. We cannot accompany the shipments to see that they are handled according to our views, hence the necessity for definite and just rules and practices, efficiently and honestly administered, and with a large number of our markets represented today, we should be able to obtain such information as will be of value to the markets and our members who are patrons thereof.

Arbitration Cases.

During the past year only two causes for arbitration have been submitted; one was appealed to the National Committee and our committee was sustained. The other case is still pending.

In view of so few cases being arbitrated, it would seem our people are having but few business controversies they do not themselves settle, or that they are not making use of the facilities of the Association maintained for that purpose. We are inclined to the opinion that the complications are limited rather than otherwise.

The Claim Department of the Association has been grinding away, accomplishing much for its patrons, but I shall leave the details of that for the secretary to report.

Expressions of Thanks.

The Indiana Grain Dealers' Association is very greatly indebted to the members of the Indianapolis Exchange for their cordiality and splendid entertainment at meetings in the past. They have ever been ready to lend assistance in a financial way, furnishing high-class entertainment, which has always made our meetings entertaining and enjoyable, and I feel that we are under many obligations to the members of the Indianapolis Exchange for the splendid social and entertainment features; one and all will agree with me in this particular.

I desire to express my appreciation to the Board of Managers for their splendid support in administering the affairs of the Association during the past two years. They have ever been ready to leave their places of business and come to the city of Indianapolis when it became necessary to call a meeting to consider matters pertaining to the welfare of the Association. Their counsel and advice has always been good, and is evidenced by the condition in which you find the Association today.

To our worthy secretary, we owe more than I am able to express in a few brief words. Mr. Riley has been always on the job, ever ready to answer any questions propounded to him; always impartial in his dealings, and in fact he has been the man of the hour. He has attended local meetings in different parts of the state and in many of these he has been able to help adjust differences that had arisen, which might have caused trouble only for his timely counsel and advice. And it is my honest opinion that Mr. Riley is the right man in the right place.

The first speaker on the program was Winfield Miller, former president of the Aetna Trust & Savings Company. He reviewed the general business conditions of the country and pointed out the important place held by the grain trade in the general prosperity.

President Deam then appointed the following committees: Nominations—J. M. Brafford, William Nuding, Benner Taylor, A. E. Betts and E. E. Elliott. Resolutions—Elmer Hutchinson, George L. Arnold and F. M. Montgomery. Auditing—Frank A. Witt, Charles A. Ashpaugh and Wallace Reimann.

A. E. Reynolds gave a most interesting report for the Legislative Committee. Of the many bills introduced in Congress at Washington relating to the grain trade, four stood out as of particular importance: the Pomerene Bill of Lading Bill; the bill to amend the Interstate Commerce Act; the Warehouse Bill, and the Grain Grades Act.

Reviewing these briefly he said that the Pomerene Bill was aimed to create a legal status for the bill of lading and defines the rights of shippers and carriers. He explained the objection of Chairman Adamson of the Committee on Interstate and Foreign Commerce, who had so long kept it pigeonholed, and further stated that the new bill had eliminated the objectionable features and that there was now hope that it might be reported out of committee.

The proposed amendments to the Interstate Commerce Act of particular interest to the grain trade provide: 1, that shipments made from one state through another state and back to the original state shall be considered as interstate shipments; 2, that a railroad which has lowered rates to meet competitive conditions cannot raise the rate again without the consent of the Commission; 3, enables railroads to provide yards and elevator facilities at intermediate points; 4 and 5, that evidence submitted in hearings before the Commission may be used in the courts; and 6, that any decision of the Commission may be reviewed by the courts, whether it be affirmative or negative.

In regard to the Moss Bill, Mr. Reynolds stated that although Mr. Moss had been transferred from the sub-committee on grain grades, the bill had a good chance of being reported out at an early date.

President Lee G. Metcalf of the National Association spoke briefly, paying a high tribute to Mr. Reynolds and the work of his committee, and pointing the benefits of association work. J. W. McCord of Ohio brought the greetings from his state association, and Carl Sims, president of the Indiana Millers' Association, presented the following paper:

I am on your program to speak to you as a representative of the Indiana Millers' Association, but I have made no promise to adhere to the subject as assigned me by the program. In the beginning I want to say that I am a grain dealer. I have belonged to the Grain Dealers' Association for a longer period than I have belonged to the Millers' Association. I am interested in the activities of the Grain Dealers' Association for the betterment of conditions in the grain trade, and I am interested in the activities of the Millers' Association for the betterment of milling conditions. If there is a common ground for the activities of the two associations working jointly, whereby the conditions of both the milling and grain trade can be benefited by this joint action I am certainly for that and I think you gentlemen are also.

Co-operation with Millers.

This is an age of co-operation. Every city and town has an organization whose object is the advancement and betterment of that community. We have had these commercial clubs and chambers of commerce for years, but we are just beginning to realize that a union of these organizations can be of great benefit to the state and that a national organization is practical, and it is not difficult to perceive in the near future a co-operation of nations to secure the peace and prosperity of the world. We are discovering that even the most divergent trade organizations can find a line of activity where co-operation results in mutual benefits. So it is reasonable to suppose that with two organizations so closely allied as is the case with millers and grain dealers that co-operation of the two associations would be practical and desirable. The grain rates that affect grain dealers affect millers. The changing and altering of grain grades affect millers. Millers are usually affected by illy advised legislation that is sometimes proposed, which would tend to hamper the grain trade. Local conditions that prevent grain dealers from getting the margin to which they are entitled very often affects some member of the Millers' Association. In all these things the Millers' Association is willing to work with your organization for the common good. We have a secretary in common and I know that he feels perfectly free to call on the members of our Association to assist in work that will be of direct benefit to the grain trade.

Now then, since the two organizations have so many things in common, we as millers know that we will be listened to when we call on the grain dealers to help us in our campaign for the advancement of Indiana wheat and Indiana flour. Last summer we started a campaign to advertise Indiana flour and at our meeting last week it was unanimously voted to continue that campaign and on a more extensive scale. If we can get the active co-operation of the grain dealers we will make this campaign worth while. We do not want financial assistance but we do crave your active support.

Boosting the Home Product.

Did you ever hear anyone from California knock California fruit or California climate? Did you ever hear anyone from Washington or Oregon say that he preferred apples grown in the Mississippi Valley? Why, those people are so intensely loyal to everything western that they have made their products famous the world over. Why, they persuaded us that we can't grow apples, and yet any Hoosier knows that Washington never produced an apple to compare with the old Rambo or Winesap so far as taste is concerned. Better looking, perhaps, but not to be compared in eating qualities with an Indiana apple grown in an orchard that has had less than half the care bestowed on their carefully tended trees. And so it is with Indiana wheat. No. 2 soft red winter wheat and the flour made from it has a better reputation in Amsterdam, Holland, than it has in Indianapolis. It is thought more of in Atlanta, Ga., than it is in South Bend. Out of state millers have spent so much in advertising, have covered so many walls with pretty pictures, that they have even persuaded our farmers that the only kind of flour fit to be carried home in a seven passenger automobile is one made in the West or Northwest, and the further away from home it is made the better. It is to show our own people that Indiana flour is second to none that this campaign is started, and we want you grain dealers to help us remove the long distance glasses from the eyes of our friends who are searching the clover fields of foreign states so that we may show them the four-leaf clover in their own door yard. Our own state university, Purdue, is using Indiana flour in all its demonstrations and we have their word for it that Indiana flour is the equal and in some respects the superior of flour made from other wheats. Now that is the information we want you to help us get before our people.

From my experience as a grain dealer, I know what is going through the minds of some of you—you are saying you are not interested in the development of Indiana as a wheat state, because if the farmers do not raise wheat, they will raise oats and that will give you more bushels to handle. Don't fool yourself. The Indiana farmer is going to raise wheat and more of it each year that the season will permit. The increasing knowledge of fertilizers is making his wheat crop more and more certain, it is making his stand of clover more and more certain, and therefore his wheat crop is helping to assure him of a corn crop. You farmers from prairie sections of the state know that there is more interest being shown in your locality each year in the cultivation of wheat, so we ask you grain dealers to help us to educate the farmer to grow a better variety of wheat. Persuade him to eliminate his white wheat and mixed wheat and show him that in the end he will profit by growing a variety that will make good flour. On the reputation of the flour depends the reputation of his wheat, and the reputation of his wheat will affect the value of his land. Western apple growers restrict the variety of apples that may be grown in certain sections and superintend the selection of those intended for the market with the result that ten acres of orchard land represents a comfortable investment. There is no reason on earth why we cannot accomplish the same result in Indiana with soft red winter wheat. But it will take the closest kind of co-operation and the hardest kind of work, but the profit will result accordingly.

Selling Indiana Flour.

Now we ask your co-operation and assistance along another line. Nearly all of you have a retail trade. You sell flour, sell Indiana flour. You do not have to sell flour from your neighboring mill, if you feel that by doing so you would be helping a competitor, but sell Indiana flour of some kind. Several of you have built up quite a business on a foreign flour and have been

some years doing so. Some of you this past year have been approached by an agent of the mill making that foreign flour, asking you to buy a car load and promising you to canvass your farmer customers and sell the most of it for you. You have done so, and he has made good. He now has a list of your good customers, farmers who will buy from one to five barrels of flour, flour that you have taken great pains to prove to him is good flour. Suppose next year this same mill asks you to pay forty or fifty cents more for this flour than you think it should be worth. Will you refuse to buy it or will you sit by and watch him dispose of it to your carefully nursed customers at the same price he asked you? I know that you would hate to give up your retail business, because it is a nice side line for dull times; but how will you help yourself? Who will you complain to about this unfair competition? The Grain Dealers' Association will not be able to help you. Build your flour business on Indiana flour and deal with your friends who are anxious to help you secure and hold your trade. The "Know Your Flour" label, the sign of Indiana made flour, is a guarantee that the flour will give satisfaction, that the mill selling it to you will make good on every contract, that it will at all times deal justly and fairly. And the label means that you have a place where misunderstandings can be adjusted, because the Indiana Millers' Association is back of it.

Now we are in earnest about this campaign and we are not going to spare any efforts to make it a success. We will not be able to spend millions of dollars, but we will get your co-operation and the co-operation of the people of Indiana; we will have secured something money cannot buy. The money spent by the northwestern mills in advertising has made the northwestern wheat fields what they are today. The northwestern millers have brought untold wealth to the northwestern farmer. If we can get the real active support of the Indiana grain dealers, this campaign will profit the grain dealers themselves, the millers and the state in general.

In his usual happy and forceful manner Charles B. Jenkins presented the viewpoint of one who is both miller and grain dealer, summing up in a few words the main points of the preceding discussions.

Bert Boyd presented a terminal market condition which was later dealt with by resolution, and the session adjourned.

THURSDAY MORNING SESSION

Secretary Charles B. Riley opened the morning session with his annual report, as follows:

The year just closed has been a reasonably good one for this organization. The Association spirit has been maintained fairly well, local meetings have been well attended as a rule, though there have been some very marked exceptions. As President Deam has said, there have been many more local meetings than usual, and doubtless the reason some of you are here today can be found in the fact that you have attended meetings and exchanged experiences and views with other dealers, who like yourselves found new and highly dangerous problems to contend with. The Bible says, "For where two or three are gathered together, etc.," good must come therefrom. Certainly this is true with grain dealers, for where a few of them get together in conference, exchanging views and confidences, the one that fails to profit thereby is not in a real safe position such years as we have just passed through.

It has been currently reported that many dealers who have not profited by such meetings and not had either the judgment or courage to protect themselves against the bad quality of grain this year, have found it necessary to satisfy creditors by means other than turning over to them their profits, as the profits have too frequently been a minus quantity.

Let us hope the trade will be more highly favored this year than last by weather conditions, then let us hope that each dealer will have concluded that his fellow dealer is entitled to his reasonable share of business, if he furnishes adequate and proper service.

In politics, the olive branch seems to be growing popular as an emblem representative of a spirit of tolerance and harmony, that success may be made possible for the parties thus believing in the potency of the charmed emblem, so in business there has been some evidence of the growth of the same kind of a spirit, and let us hope the emblem may accomplish much for the grain trade, irrespective of the result of its political achievements.

During the past year we have enjoyed continued friendly relations formerly maintained with our great agricultural institution, Purdue. We have not had occasion to use them so much as in the preceding years, but we have their friendship and proffer to co-operate when and where they can to the mutual benefit of the producers and handlers of grain.

At our meeting last winter \$100 or so much thereof as necessary, was appropriated for the state agricultural exhibit at San Francisco. The expense thereof was so reduced that our share amounted to \$60 instead of \$100, and this amount was paid and gratefully acknowledged by Prof. Christie, who had the matter of Indiana exhibit in hand.

A beautiful and intelligent booklet was prepared and distributed by thousands and the Indiana Grain Dealers' Association was given proper credit as one of the organizations contributing to the publication.

Treasurer Bert Boyd's Report.

Bert A. Boyd of Indianapolis presented the treasurer's report, which is summarized as follows:

Balance cash on hand Jan. 14, 1915.....\$1,707.60
Receipts from Jan. 14, 1915, to Jan. 17, 1916, Inc. 5,044.56

Total\$6,752.16

DISBURSEMENTS.

Vouchers Nos. 2137 to 2387, inclusive.....\$5,712.99

Leaving actual balance cash in hands of treasurer at close of business Jan. 17, 1916.....\$1,039.17

The subject "Physical Inspection of Cars in Terminal Yards" brought forth an extended discussion, most of the markets represented reporting that car conditions at time of arrival was noted and reported. A committee, consisting of W. B. Forsman, Walter Moore and W. W. Evans, was appointed to investigate the feasibility of the system being adopted at Indianapolis.

H. L. Goemann, chairman of the Transportation Committee of the National Association, reported at length, describing in a most interesting way just what had been done by the Committee, and making it manifest without boasting that the work of this

Committee was of inestimable value to the grain dealers of the whole country.

Election of Officers.

The Nominating Committee presented the names of the following for the various offices and the report was accepted unanimously, the officers being declared elected: President, John S. Hazelrigg, Cambridge City; vice-president, Ed. K. Shepperd, Indianapolis; treasurer, Bert A. Boyd, Indianapolis; directors, A. E. Betts, of Forest, and H. H. Deam of Bluffton.

Resolutions.

The following resolutions were adopted:

Resolved, that the Indiana Grain Dealers' Association stands unalterably opposed to the practice or custom of any markets which permit the issuance of weight certificates on cars after handling except that both original and weight after handling be shown when the same is for the purpose of settlement with shipper of same, based on terminal weights.

Resolved, that we are highly pleased to note the excellent financial condition of our Association, and we recognize the efficient work of the officers in handling the affairs of the Association.

Resolved, that the thanks of the members of the Indiana Grain Dealers' Association be extended to the speakers who have contributed so much to the success of the meeting.

Resolved, that the thanks of this Association be tendered to the Indianapolis Board of Trade for the use of their rooms, and their co-operation with the Committees to make the meeting a success, and especially do we thank the Committee for the theatrical entertainment provided for the evening of the nineteenth.

Whereas, our kindred organization, The Indiana Millers' Association, in the interest of the producer and of the milling interests of the state, has instituted an educational campaign designed to further the use of and increase the demand for Indiana wheat and Indiana made flour; and,

Whereas, the Indiana Millers' Association has adopted as their advertising slogan the phrase, "Know Your Flour—Made in Indiana" to designate such flour; be it hereby,

Resolved, that we, as grain dealers, heartily approve of this laudable effort to place the merits of Indiana grown wheat and Indiana milled flour before the dealers and the public, and we hereby pledge our support to this movement in every proper way.

Entertainment.

The hospitality of the various members of the Indianapolis Board of Trade was unstinted and the theater party which they provided for on Wednesday evening was much enjoyed.

KANSAS CITY HAY DEALERS' DINNER

About 150 members of the Kansas City Hay Dealers' Association, their friends and representatives of allied interests, attended the annual dinner of the Association at the Hotel Baltimore the night of January 13. The size and character of the attendance, the excellent talks given by the speakers, the good feeling prevailing among all present, the splendid menu and the unique and popular entertainment, combined to make the event the most successful and helpful in the history of the local hay trade.

There were no "imported" orators; the entire program was furnished by men engaged in the local trade, and the speeches were simply informal talks for the most part. All of them had one main object in view, namely, the good of the hay trade in Kansas City and its territory in particular and of the whole country in general. J. D. Cole, president of the National Hay Association and a member of the local organization, acted as toastmaster and performed in his usual able style. Alfred Weston offered prayer. J. W. Anderson talked on good roads and pointed out the waste in hauling hay and other soil products on poor highways. C. D. Carlisle's subject was "Cedar Point, Ohio, and the National Hay Convention." He emphasized the benefits to be secured by membership in the National Association, illustrating his point by reference to the great work of the local organization, accomplished only through co-operation among the dealers. He called for a large delegation for the next convention to be held July 11-13, and describing the attractions of Cedar Point in an entertaining and inviting way. J. N. Russell reviewed some of the great achievements of the Kansas City Hay Dealers' Association in the past and mentioned prospects for the future, ending with a tribute to the men who have made the local market what it is, "the greatest hay market in the world." An excellent report of the transportation committee's work was given by its chairman, J. E. Dyer. He called attention to some of the rate and facility problems which had been solved and some that were still to be overcome, giving a clear exposition of traffic matters in respect to the hay trade. E. D. Bigelow, secretary of the Kansas City Board of Trade, alluded to the similarity of the organizations and praised the work and aims of the hay men. He asserted that strict enforcement of the rules was the first necessity in maintaining any such organization. J. A. Brubaker gave a short resumé of the Federal Hay Inspection Bill recently introduced in the Senate, with some of its more important provisions emphasized. He expressed himself as utterly opposed to any such measure and asserted it was entirely impracticable from every standpoint in its present form. Owing to the illness of Secretary-Treasurer Peters his report was read by N. C. Campbell. It showed the healthiest financial condition in the history of the Association and was pronounced the most generally satisfactory ever

made. It is a great tribute to the administration and at its close was so declared by Mr. Cole, who called upon President Tyler for acknowledgment of the applause. Mr. Tyler, who was recently elected for his tenth term as head of the organization, made a short reply, expressing his deep confidence in the Association, its work and principles.

The entertainment was furnished by a five-piece orchestra and the "Tumble-Weed Octette," as the hay men's Glee Club was called. The popular, classical and "local color" songs were one of the big hits of the evening. It was composed of Clifford, Howard, Richard and Charles Shofstall, George Curtis, Elmer Wilhelm, Lyle West, Ralph Lowe and Jerome Dyer.

MICHIGAN HAY AND GRAIN DEALERS MEET

When President E. L. Wellman called to order the mid-winter meeting of the Michigan Hay & Grain Dealers' Association at 2:30 o'clock on the afternoon of February 3, in Saginaw, it seemed that the time would be pretty short for the full program that was prepared. But most of the addresses were short and snappy, particularly that of Joe Frutchey who responded to the address of welcome given by Hon. William S. Linton, president of the Saginaw Board of Trade.

In welcoming the 125 delegates Mr. Linton expressed his appreciation of the crowd and his pleasure in greeting them, and then told some interesting and pleasant facts about the city of Saginaw.

Vice-President Frutchey's response was, in full, as follows: "Thanks."

ADDRESS OF PRESIDENT WELLMAN

President Wellman gave a brief talk as follows:

The sound condition of our Association is due to your former president, his board of directors, and our most efficient secretary, Mr. Graham.

Meetings of our Board of Directors have been few, and personally I have done very little real work since the beginning of my administration, as very few matters have come before me that have required the calling of directors' meetings or the necessity of any great expense.

I have felt that we should keep our financial condition in such a state that we may be able to show the membership something for the money paid for dues, and personally I would like to see the time when a weekly bulletin could be issued from our secretary's office containing statistics and news that are worth while.

We have an Arbitration Committee composed of very capable and efficient men that could be put to good use providing members cared to use them. They are in a position to do good work, and perhaps in many cases save litigation and establish good feeling among traders. They are in a position to iron out many little difficulties that might arise here and there, providing you will submit your troubles in the proper manner, that a decision may be rendered.

I would recommend that we begin with some sort of "Booster" campaign to increase our membership, and suggest a committee of five, at least, to organize and begin such a campaign immediately. We have a big field to work in, and this Association should have at least three hundred and fifty live members.

Michigan Crops.

The hay crop, 30,000,000 tons, in round figures, in Michigan this year, has been a difficult one to handle and more hay has been sold perhaps on description than grade. Considering the amount of off-grade stuff that has been marketed, the price has been well maintained and without a question offers a fair inducement for the farmers to increase their production for another year.

At harvest time our grain prospects in Michigan were very disappointing, but when we figure 17,000,000 or 18,000,000 bushels of wheat, 5,000,000 bushels of rye, and 50,000,000 of oats, in round figures, of which the greater portion is shipped out of the state of Michigan, and handled by members of this Association, believe those who give proper attention to business up to August 1 will find something on the right side of their ledger, and red ink is hardly to be expected.

Our members have been threatened now and then by new transportation problems which might work more or less hardship to our industry, but in most cases protests have been entered by our secretary, whom we know to be an efficient traffic manager, and in a measure, most of them have been postponed.

SELLING HAY BY DESCRIPTION

W. T. Biles of Saginaw gave a brief but valuable talk on "Selling Hay by Description This Season Instead of on Grade." The mixed crop made it almost impossible to sell hay on grade as in normal years. During a recent trip in the Southeast he stated that he had seen hundreds of cars on track that had been refused because they had been sold on grade and did not come up to specifications, whereas if the same hay had been sold on description it would have been accepted for what it was and used. At Richmond, Va., he saw 47 cars on track, seven being from Kansas City, and the demurrage had eaten up the whole value of the hay. Twenty-two similar cars were seen at Fredericksburg.

He stated that he had confined himself to a small volume of business, had played safe and made money.

Frank L. Young, who had recently returned from Canada, described the hay market conditions in that country. The Canadian grades, he said, were much more liberal than those of the National Hay Association. No. 3 timothy may contain 50 per cent of tame grass, and No. 2 timothy may have 50 per cent of clover of good color. But when it comes to grading the officials are so strict that the apparent differences disappear and great volumes of hay are rejected. For this class of hay there is no market at all. He spoke also of the discrepancy in theory and practice in regard to Canadian demurrage. A long free period for unloading is given, but when the de-

murrage bill comes in one changes his mind as to Canadian railroad liberality.

Mr. Young predicted that the worst part of the season was to come as the Eastern markets seem to be glutted with hay. He ended with an endorsement of the sale by description and stated that though the sale might be made on grade the settlement was made on description.

ADDRESS OF J. VINING TAYLOR

J. Vining Taylor, secretary of the National Hay Association, spoke as follows:

My good friend, Tracy Hubbard, wrote me several days ago and asked me to come to this meeting and say something to you gentlemen in reference to the Curtis Inspection and Weighing Bill that is being talked about.

This bill is known as Senate Bill No. 2464, and was introduced by Senator Chas. Curtis of Kansas in the 64th Congress on December 16 last, and the bill was referred to the Committee on Agriculture and Forestry for their consideration and recommendations. As I understand it this measure was prepared by the farmers' organizations of the state of Kansas and Senator Curtis introduced it for them. To those who are not familiar with this bill I should be very glad indeed to either read it for you at this time or you can secure copies immediately after the close of this meeting.

I might say in passing, however, that the bill in its present form is not at all applicable or workable in so far as the hay interests are concerned. Some weeks ago we mailed each of our members a copy of this bill and asked them for criticisms and suggestions to be used by our Committee on Legislation in drafting a suitable bill for our needs. For your information, gentlemen, I beg to state that The National Hay Association saw the handwriting on the wall two years ago and went on record favoring Federal supervision. Now mind you get this straight—not Federal inspection but Federal supervision of the inspection and grading of hay and straw. I immediately got in touch with Mr. Houston, secretary of the Agricultural Department, informing him that this Association had taken the above action and asked them for the privilege of consulting with their Department whenever the grades of hay and straw were to be finally promulgated. Mr. Houston informed me that investigation would be made along these lines and that the Association would be consulted at the proper time.

This was back in 1913. Last February, a year ago, I wrote Mr. Houston again asking if the necessary scientific information was available to enable the Department to judge accurately of the spoilage and grading of hay, and he wrote me that the Department's investigation had not been completed and that they were not in position to make any statements.

Now I am covering a lot of territory in regard to this bill to show you that the Association has been expecting something of this kind to come up for years. We wanted to be prepared to place before the authorities as nearly a perfect bill as it was possible to make for the supervision of the inspecting and grading of hay and straw.

In consultation with several of our prominent members and our president in Chicago two weeks ago, it was thought best that this entire matter be placed in the hands of the Legislative Committee who are to investigate and report at our next convention a bill to be substituted for the Curtis Bill, and in the meantime to watch the movement of the Curtis Bill so that it would not get back in line and be passed without our knowing it. However, Senator Curtis has been very courteous to our office and has written me on several occasions that he would be glad to have our co-operation and suggestions. Every member of the Legislative Committee have been furnished with a copy of this bill and, as I said before, every member in the Association has received a copy also. We now await their views and suggestions in regard to same.

I am not in position personally to recommend a bill. I have my ideas in the matter but officially do not care to express them because I might have something that would be entirely different from a bill that will be reported at our next convention, and then, too, I would much prefer getting the ideas of our members in concrete form and picking out the best features received.

I want to call your particular attention, gentlemen, to some of the impractical things in this Curtis Bill—the duties it imposes for instance upon the railroads are such as to interfere decidedly with the carriers' transportation and handling of hay, placing upon them the responsibility under penalty of keeping the duly authorized inspector fully advised of the movement and delivery of the hay; then there is another provision in this bill that will have to be carefully worked out, and that is the inspection and tagging of each bale of hay, placing each dealer at the mercy of a disgruntled or unscrupulous seller who, under the terms of the bill, could subject a buyer wherever situated to great inconvenience and possible loss. Now I am in favor of bale inspection and those of you gentlemen who know me best will bear me out that I have always contended that door-way inspection was a farce. Of course, I realize that bale inspection calls for terminal warehouses, but, nevertheless, it is the only fair way to grade hay. Kansas City and Baltimore have the finest methods of handling and inspecting hay of any markets in this country. I think the system in Baltimore, as nearly perfect as it can be made. I could go on and explain this system, as well as the Kansas City method, but your time is valuable and I have already taken up too much of it.

But in closing, gentlemen, I want to say to you that I think the Moss Bill, which, as you know, covers grain, with some additional provisions suitable to hay conditions, would as nearly meet the views of the hay men in general as any measure we could expect to get through. I crave the support, encouragement and co-operation of your organization along these lines, and later on, should we call on you for assistance, I hope you may feel free to give it. There is one thing certain, and just as certain as day and night, and that is we are going to have some radical changes in the method of handling, inspecting, weighing and grading hay, so that it will be fair to shipper and receiver alike.

I appreciate the opportunity and honor of being with you again on this occasion. I am beginning to be a permanent fixture at these meetings, but I enjoy them very much and have made many splendid friends in your organization. I am glad to know that the old ship is safe in the harbor and that the rough passage that you encountered a few years ago is about over. These stormy times make us all the stronger.

I thank you for your patience and assure you, as I have time and time again, that The National Hay Association stands ready at all times to co-operate with you to the fullest extent.

Don't forget, gentlemen, that our next convention

will be held at Cedar Point, Ohio, July 11, 12 and 13, and you are all cordially invited to be present.

After expressing a vote of thanks to Mr. Taylor, proposed by Mr. Biles, W. A. Bunting came out with a protest against Federal inspection, stating that the trouble with the hay business at the present time was too much inspection. Mr. Taylor, Mr. Biles and Mr. Todd took the other side in the discussion which followed, stating that if hay is inspected on Government standards, buyer and shippers would have a square deal, and that was what was wanted.

Mr. Young made the motion, which was carried, that the Association support the program for better inspection as outlined by Mr. Taylor.

THE HAY MARKET

T. J. Hubbard of Birch Run, spoke on the above subject, as follows:

On account of the short time I have had in which to gather data for my subject, "The Hay Market and Its Future Prospects," I am not going to bore you with statistical information, etc., but will give you in brief the future prospects of the market as I see them from information gathered from day to day from the hay consuming centers of our country.

You all are probably aware from information you have gleaned from reading trade journals and Government crop reports published from time to time, that the forage crop of the United States for the year 1915 was the largest in quantity ever raised. In the Southern States where heretofore tobacco and cotton, particularly the latter, have always been the staple crops, large quantities of forage such as cow peas, millet, corn fodder, alfalfa, timothy and clover hay were raised the past year. The cotton crop of 1914 being so large and with practically no market for it, which lowered the price to the farmer to that point where it was unprofitable to raise, caused him to take up the raising of other commodities the past year, with a result that one of the best markets the Michigan shipper ever had for his hay, prior to this season, namely the Southeastern States, have been securing their forage supply from their home state or the one adjoining. I feel safe in saying without fear of contradiction, that the amount of timothy and clover hay shipped since the first of August, 1915, from Michigan, Ohio, Indiana and Illinois has not been more than 25 per cent of what was shipped from these four states during the corresponding period of 1914 to the territory lying south of Mason & Dixon Line and east of the Mississippi River.

On account of frosts in May and the cold, rainy weather which followed during a greater part of the growing and harvest period, not only in our home state but in all of the other states lying north and east of the Ohio River, which produce hay for commercial purposes, about 80 per cent of the 1915 crop is either over-ripe, weather stained or damaged, making it a hard commodity for a dealer to handle at a profit even though he uses every precaution in an endeavor to buy it from the farmer at its real value.

For the past six months the terminal markets of the country have been flooded with low grade hay, and hundreds of cars have been disposed of at what seemed ridiculously low prices in order to save demurrage charges. There still remains in the hands of producers and shippers hundreds of cars of this low grade hay for which a market will have to be secured during the coming six months. With a range of value in eastern and southern terminal markets today of \$5 to \$6 per ton between No. 1 timothy and No. 3 timothy, and \$7 to \$8 per ton between No. 1 timothy and sample hay, I cannot see any hope for advance in values on grades of hay below No. 2 timothy, as I believe there will be enough low grade hay available during the balance of this season to more than supply the demand. Furthermore, the lower grades of hay at range of values I have just mentioned are bound to affect the consumption of the better grades to a greater or less extent. During the early part of April, when roads break up, thus reducing receipts and shipments, we may see a little strengthening of values on the better grades of hay. If we do I predict that it will be only for a short period as, if we have anything like normal weather conditions in the hay producing states this spring and early summer, I look for the farmer to dispose of every pound of hay that he does not need for his own stock, so as to have storage for the new crop. Such a movement would have a tendency to weaken the market value on all grades.

To summarize the whole situation as I see it at the present time, I cannot see where there is much chance for higher prices on hay between now and new crop, taking into consideration the large amount of hay still to be marketed and the limited demand as compared with former years.

Unfair Competition.

I have waited with much interest for the remarks of my friend Mr. Kerr on the subject of "Unfair Competition," and I have wondered how many of you have ever heard or given a thought to that old saying, "Man is his own worst enemy." The meaning of that phrase can be well applied to the general run of hay shippers more particularly as applied to the buying end of the business. Farmer Smith comes into your office and says he has a hundred tons of hay for sale and wants you to drive out to his farm and make a bid on it. When you get to his barn you find the hay loose in the mow, and instead of insisting that Farmer Smith get the hay baled so that you can form a better idea of the grade before making a bid on it, you go over the top of the mow and pull out a few handfuls of hay along the driveway side, and on the strength of such inspection you make your bid on the lot, taking a long chance that the quality will run equal to the outside of the mow. Perhaps the following day your competitor looks at the same lot, and if his opinion of the hay differs from yours or he can get the farmer to tell him your bid, he will raise it 25 cents or 50 cents per ton. How many times have you and your competitor been disappointed with such purchases in the past five years through the hay not turning out in quality after baled as good as you thought it would? Many times you have sustained a loss, whereas had you both insisted on the hay being baled before you bid on it you could have obtained a better idea of its real value. The old saying that "an article well bought is half sold" can certainly be applied to the hay business this season. If your competitors are disposed to pay the farmer more for a job of hay than you think it is worth to the best of your judgment, let him have it, as after he has sustained a few losses it is a 10 to 1 chance he will be more careful on his purchases thereafter. This is one season when we hay shippers should have the railroad slogan, "Safety first," before us at all times, when buying the crop from the farmer. If the hay is bought at a profit and graded properly when loaded your customer will be pleased when the car reaches its destination, and you will not require an

advancing market to show a balance on the right side of the ledger at the end of the season.

James Kerr, of Melvin, gave a brief talk on "Unfair Competition," calling particular attention to the practice of one buyer overbidding another with a consequent broken agreement; the practice of some dealers, one in particular, of stuffing bales with inferior hay or trash; and ended up with the statement that unfair competition was usually the result of jealousy rather than dishonesty, and that it could be largely overcome by dealers getting together on a friendly basis.

W. A. Bunting spoke briefly condemning the proposed legislation favoring the use of revenue stamps on checks. He showed by actual figures what a burden this would be on the grain and hay dealer as compared to most businesses.

A. J. Carpenter of Battle Creek, and R. Z. Allen of Jackson, spoke on the future prospects of the grain market, one speaking as a bear, the other as a bull.

J. C. Graham, secretary of the Association and an expert on traffic matters, gave an illuminating talk on this subject, and recommended a revision of the Interstate Commerce Act.

Mr. Orr, president of the Michigan Bean Jobbers' Association, was called on and responded in a most pleasing manner. He compared the bean and the hay situation, stating that when the Government stopped the interstate shipment of diseased beans the jobbers thought it would ruin their business, but it had proved a blessing in disguise. Now the bean business was on a sound basis and the same result would follow Federal supervision of hay inspection. He endorsed the previous speakers in their statement that buying mow hay was a gamble, and recommended buying only at the warehouse.

THE BANQUET

The banquet held in the Auditorium in the evening was a most enjoyable affair, both from a gastronomic and intellectual point of view. There were many good stories told and the crowd lingered till time to catch the outgoing trains.

COUNCIL OF GRAIN EXCHANGES

The annual meeting of the Council of Grain Exchanges, held at Chicago January 20 and 21, was the seventh and best that the Council has ever held. The discussions were more definite and productive of more good than any held heretofore and the delegates were united in their praise of the conduct and effect of the meeting.

In his opening address President Lowell Hoyt dwelt upon the development of ethics in business and the application of this new spirit into the affairs of the grain exchanges, for each exchange but reflects the subconsciousness of the members which compose it.

Secretary J. Ralph Pickell reported a balance of \$4,569.03 in the Crop Improvement fund and of \$208.40 in the general fund. He gave a brief resumé of the grain legislation status at Washington and called attention to the need of educational work among people who had an erroneous idea of the function of grain exchanges and to the good work which was being done by the Educational Committee toward this end.

He reported that the Grain Trade Association of San Francisco had withdrawn from the Council and that several of the smaller exchanges had signified their intention of later making application for membership.

Treasurer John W. Snyder confirmed the financial statement of the secretary and Chairman J. C. F. Merrill of the Educational Committee explained further what had been done in this work.

E. Pfarrius of New York renewed his confession of faith in the work of the Crop Improvement Committee, citing many progressive tendencies in farming which were attributable, in part at least, to this committee.

F. C. Maegly, chairman of the Commission of General Managers' Association on "Discrepancies in Grain Weights," gave an able and interesting address on this subject. Mr. Maegly has given grain weights and losses thorough study, and his presentation of the matter from the railroad point of view brought out considerable discussion. As a remedy for the difficulties and annoyances in connection with disagreement of shippers, and terminal weights he suggested the following, but no action was taken:

In view of the great variety of equipment, methods and practices, it has been suggested that there be a classification of elevators in accordance with their facilities and known methods of handling and determining the weights of grain.

To this end, would it not be well for the Council of Grain Exchanges to appoint a Committee on Standards, the same to include one or more of the prominent grain weighmasters, in the interest of establishing standards of equipment and methods?

In this connection, a committee of the American Railway Association is working along similar lines. Doubtless that committee would welcome the opportunity to co-operate with a Committee on Standardization appointed by the Council of Grain Exchanges.

Herbert Sheridan, traffic manager of the Baltimore Chamber of Commerce, read a paper on "Natural Shrinkage," in which he claimed that the

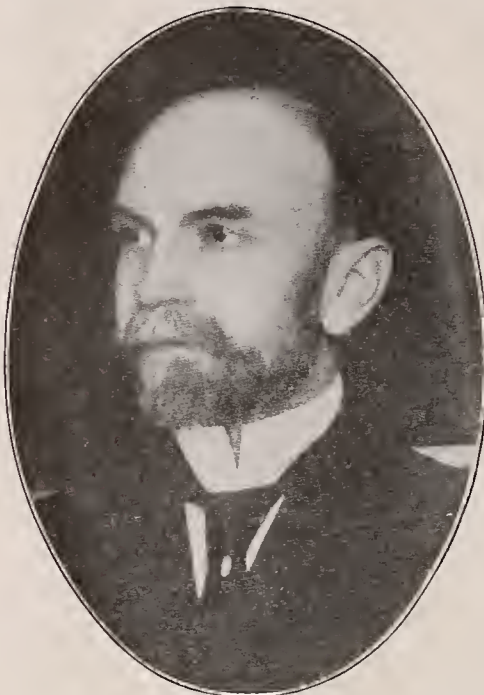
tests by the Department of Agriculture on loss of weight by shrinkage in transportation were not conclusive as to actual conditions in the trade, and recommended that the Council request the Interstate Commerce Commission to reopen the Crouch Case, I. C. C. Docket No. 7518, "so that after fullest inquiries and most complete information, those opposing a tariff deduction for natural shrinkage can meet and agree upon a time to request the Commission to have testimony taken looking toward a reversal of its opinion in the Crouch case."

A short paper on "The Practice of Adding Moisture Artificially to Grain" was read by Chas. B. Pierce of Chicago, resulting in the appointment of a committee to end the practice, consisting of C. B. Pierce, Chicago; Roger P. Annan, Jr., St. Louis; J. B. Swearingen, Omaha.

The dissemination of false rumors came up for discussion and general condemnation. While the control rests with the individual exchanges, a committee to draw up a resolution on the subject was appointed, consisting of J. L. Messmore, C. F. MacDonald and J. Ralph Pickell.

The Banquet.

The banquet, with its array of talented speakers, was an event to be long remembered. President Jos. P. Griffin of the Chicago Board of Trade introduced Toastmaster J. L. Messmore and the following speakers held the close attention of the 250 present: John J. Arnold, vice-president of the First National Bank, Chicago, who talked on "International Relationships"; Julius H. Barnes of



JOHN L. MESSMORE, ST. LOUIS
President Council of Grain Exchanges.

Duluth, who had for his subject "The Influence of the Great War in Keeping the Exporter Interested in Life"; Hon. L. C. Boyle of Kansas City, speaking on "Industrial Preparedness"; and E. C. McDougal, president of the Bank of Buffalo, who told about the new Erie barge canal.

FRIDAY MORNING SESSION

C. A. Magnuson, chairman of the Bill of Lading Committee, submitted a report, after which a resolution was adopted in effect that the secretary be directed to call for delegates from the various exchanges and grain associations to meet in Chicago, January 31 and February 1, just previous to the hearing by the Interstate Commerce Commission on the Bill of Lading, in Chicago on February 2.

H. Serkowich of the Cincinnati Chamber of Commerce spoke briefly on the exchange of credit information among the exchanges and after some discussion the matter was left to the Executive Committee for disposal.

FRIDAY AFTERNOON SESSION

In the afternoon Bert Ball, secretary of the Crop Improvement Committee, spoke on "The Dawn of a New Era," illustrated with moving pictures.

Frank W. Murphy of Wheaton, Minn., showed the influence of the Crop Committee on community life.

Election of Officers.

The election of officers resulted as follows: President, John L. Messmore, St. Louis; first vice-president, George A. Aylsworth, Kansas City; second vice-president, W. J. McCabe, Duluth; third vice-president, Charles Kennedy, Buffalo; treasurer, John W. Snyder, Baltimore; secretary, J. Ralph Pickell, Chicago. Executive Committee: C. A. Brown, Minneapolis; Fred E. Pond, Buffalo; L. W. Forbell, New York; A. R. Templeton, Milwaukee; H. M. Brouse, Cincinnati; and E. P. Peck, Omaha.

ILLINOIS FARMERS GRAIN DEALERS AT BLOOMINGTON

Over 500 Farmers Grain Dealers were present at the annual meeting of the Illinois Association, held at Bloomington February 9-11. The opening session, called at 10 a. m. on Wednesday was partly formal in character, the address of welcome being given by Mayor E. E. Jones and the response by Vice-president J. C. Sailor.

President A. C. Rice of Jacksonville then introduced Frank Jones, who spoke on "The Manager's Duty." Top prices for corn came into the discussion, leading up to an appeal for managers to keep posted on conditions. He stated that a manager could not make different prices to two or more men and get by with it, neither could he do work which would profitably take the whole time of six. A manager, he stated, should spend the time and money to get acquainted with his trade. In closing he paid a high tribute to the work of Secretary A. M. Steinhart.

The discussion which followed was lively and interesting, a wealth of information and advice being contained in the short talks. Considerable opposition was made to the suggestion to join the regular Illinois Grain Dealers Association, but Mr. Jones stuck to his guns.

President Rice then appointed the following committees: Auditing: L. H. Olmstead, A. H. Dysart, Frank Jones. Credentials: John Miller, Frank McLaughlin, F. D. Betz.

WEDNESDAY AFTERNOON SESSION

A fine musical program opened the afternoon session, after which Homer Tice, who was not on the program at all, gave a fine talk on "Good Roads," which he declared were one of the finest fruits of co-operation. Plain figures and straight talk showed what good roads meant to the farmer. He was followed by F. R. Best of Sidney, who spoke at length on "Buying and Selling." He made a point that the buying and selling of grain must be considered together as one thing; that the buying must be based on how the selling could be done, on the exact details of the way the grain is to be disposed of. Also that the manager must figure on a basis of profit, on a fair margin for handling the grain. Many make a mistake when they don't consider the relative value of the grain, the relation of the selling to the buying. And he argued that if a dealer knows thoroughly the conditions of his selling, all the expenses and chances of loss or change in value, that he need not consider what his competitor is paying for grain, need not be governed by it at all. He ended with a plea for Federal inspection of small grain.

The session ended with a discussion of changing the time of meeting to the fall.

WEDNESDAY EVENING SESSION

In the evening delegates enjoyed a delightful concert, after which Hon. Clifford Thorne spoke in his forceful manner on "The Passing of Competition."

THURSDAY MORNING SESSION

The session opened with a talk by Charles Adkins on the need of resources to carry on the work of the Legislative Committee and for other purposes, which brought pledges of about \$3,000 from the various elevator companies represented.

M. R. Myers and C. E. Eckerle of Chicago spoke on the practical side of co-operative effort. The morning session being ended with a talk by J. E. McCreary of Mason City on "The Way to Keep Stockholders Loyal."

THURSDAY AFTERNOON SESSION

Harry Heiser of Markington opened the session with a talk on "Loyalty the Keynote of Co-operation."

The report of Harry M. Wood of Delavan, treasurer of the Association, showed a balance on hand of \$1,038.

Secretary Steinhart's Report

The report of Secretary Steinhart covered the activities of the year and was, in part, as follows:

Your Association took an active part in opposing the western rate case and directly contributed more than any or all other states, but all the other states were able to secure help which more than counterbalances our direct financial aid. This was the biggest matter of its kind ever pulled off. Enough money will be saved for the farmers in one good county to equal the entire amount spent on the case.

Your Association has just finished the work of opposing a five per cent increase in freight rates not affected by the one per cent advance case. One of the best attorneys in the state was employed and nothing was left undone to defend your interests. The Chicago Board of Trade gave us most valuable assistance. The ruling has not yet been handed down.

The matter of fire insurance for our elevators has been gone into very thoroughly and carefully, with the assistance of an able representative of the U. S. Government. The officers and directors are very anxious to inaugurate mutual insurance.

Considerable work has been done to relieve the car shortage and we earnestly believe that Illinois has suffered less, a great deal less, than other grain shipping states, even though the situation here has been deplorable.

Twelve new members were received into the association and most of them in the last two months.

THURSDAY EVENING SESSION

The evening session was one of the most interesting of the meeting. Talks were given by H. W. Danforth of Washington, Ill.; J. C. F. Merrill, secretary of the Chicago Board of Trade; H. J. Farmer, secretary of the Minnesota Association, and A. D. Gast, president of the Illinois Highway Commission.

CLOSING SESSION

Hon. S. C. Blanton of Washington, D. C., opened the session with a most interesting address. This was followed by J. R. Humphrey of the Department of Agriculture, who explained in detail the system of bookkeeping which the Department has been advocating for farmers' elevators.

The officers were all re-elected as follows: President A. C. Rice; first vice-president J. C. Sailor; second vice-president, John Miller; treasurer, Harry H. Wood; secretary, A. N. Steinhart.

COLORADO KEEPS COMING

The wonderful strides which have been made in recent years in the production of grain in Colorado has made necessary the building of a great number of new elevators and mills in the commonwealth to handle the volume of business which this change has brought about. The new plant of the Craig Milling & Supply Company, of Craig, Colo., which was



ELEVATOR OF CRAIG MILLING & SUPPLY COMPANY, CRAIG, COLO.

completed on December 1, 1915, is one of these, and shows that Colorado grain dealers and millers recognize that the best in construction and equipment is necessary to keep up with the rapid changes which those industries are going through. This Craig plant is operated by the same firm which controls the Steamboat Milling & Power Company at Steamboat Springs, Colo., E. H. Zimmerman being manager at both plants.

The Craig elevator is 26x30 feet on the ground plan, is 52 feet high and has a capacity of 25,000 bushels. There are 16 bins, all of them being hoppers and with gravity spouting for loading and unloading grain, both by wagon and by car. An automatic scale just under the distributing spout weighs all outgoing grain as it goes into the car.

In the center of the house is the working floor, equipped with a Barnard & Leas Cleaner. Attached to the elevator on one side is the wareroom, 30x48 feet, while the all-concrete engine room is five feet distant from the house. It is 14x20 feet in size and is covered with galvanized iron roofing. The fuel tank is a concrete pit, 20 feet distant from the engine room.

The view of the plant in the accompanying illustration shows the loading spout and railroad, spur from which will be finished in a short time. The house in all respects is equipped to handle the grain of its territory, and is situated so that the marketing of the grain can be done economically and well.

IN THE COURTS

The White-Fox Grain Company of Larned, Kan., failed with assets of \$10,000 and with liabilities of \$29,600.

In the petition of bankruptcy as filed by Ross Syler, grain dealer at Climax, Ohio, the liabilities are placed at \$13,588.12 and the assets at \$7,025.

A fine of \$250 was imposed upon Wm. T. Spurgin, a hay dealer at Mt. Sterling, Ohio, on charge of underbilling 10 shipments of hay consigned to Louisville, Ky.

A decision was passed down in the case of the Farmers' Grain Company of Hager vs. the Central Grain Company of Hutchinson, Kan., in favor of the defendant.

A voluntary petition of bankruptcy was filed by John H. Fawver, a grain and coal dealer of Monarch, Ill., placing liabilities at \$58,769.65 and assets at \$2,887.48.

In the suit of Jens Jensen against the Shellbarger Elevator Company at Gibson City, Ill., a settlement was made in open court, the elevator concern agreeing to pay the plaintiff \$1,050.

The Powers Feed Company of Battle Creek, Mich., was awarded judgment against Adolph Johnson for the purchase price of a quantity of feed and similar products bought from the Powers company.

A petition was filed in the Supreme Court at Bismarck, N. D., asking for a rehearing regarding the elevator site on the railroad right-of-way. It involves the right of the state to tax such sites.

A petition of bankruptcy has been filed in the United States District Court of Minneapolis, Minn., for Mrs. Sarah M. Passmore, former grain operator. Her liabilities are listed at \$262,028 and her assets amount to \$43,320.

A compromise has been conceded by the Behrendt & Bodeheimer of Hamburg, Germany, against C. F. & G. W. Eddy of Boston, Mass., to recover damages of \$75,000 for failure to make contract shipment of 56,000 bushels of wheat.

The plea of not guilty was filed by William H. and Eugene Merritt, individually and as the W. H. Merritt Company, La Salle Street grain brokers of Chicago, Ill., to the charge of accepting rebates from the Pennsylvania Railroad.

The Pacific Coast Elevator Company of Walla Walla, Wash., has asked in a suit filed vs. E. E. Lytle and W. F. Crowe that a receiver be appointed for the defendants. The claim is made for \$4,000 for two notes due and \$500 for attorney's fees.

Suit has been brought by Fred Foster against the Woodbury, Elliott Grain Company of Muncie, Ind., for reparation for personal injuries received on April 9 when, as he was replacing a belt on machinery, his left forearm was caught and badly mangled.

The directors of the Farmers' Elevator Company of Finley, N. D., have been held liable for the \$3,000 losses sustained by the bankrupt corporation through the defalcations of its manager, according to the recent decision of the judge of the United States District Court.

Suit has been filed by Frank Loeser, grain dealer at Amorita, Okla., against the Western Union Telegraph Company for \$5,191.81 damages. He claims that the office was left with no facilities for the transmission of messages and so he was not able to answer on a 9,000-bushel grain offer.

On January 25 a verdict was handed down in favor of the Central Grain Company of Hutchinson, Kan., for \$98.34. The grain company was defendant in suit filed against it by the Farmers Grain Company of Haven for loss alleged to have been incurred by differences in weight of wheat sold to the Hutchinson firm.

That the supreme power to equip grain cars with bulkheads or bin doors rests entirely with the Interstate Commerce Commission was decided recently in the suit of Leslie G. Loomis of Buffalo, N. Y., to recover from the Lehigh Valley Railroad the amount he spent in equipping bin door cars furnished him for grain shipments.

In the case of the *Nebraska Seed Company vs. Harsh*, the Supreme Court of Nebraska decided that a letter sent by a company to another party stating that he has a quantity of goods on hand which he wishes to dispose of at a certain price must be regarded merely as an invitation for a purchase and not a binding contract of sale. In the above mentioned suit the defendant wrote the plaintiff that he had 1,800 bushels of millet seed "or thereabouts," for which he was asking \$2.25 per 100 pounds. The defendant refusing to deliver, a suit was brought

for breach of contract. A trial judge said that there was a valid offer and acceptance, making a contract, but on appeal the Supreme Court decided that it must be treated only as a circular letter.

A rehearing has been granted in the case of Arthur C. Schuff, grain dealer at Louisville, Ky., against John W. and D. S. Green in the first trial of which judgment was awarded Schuff for \$4,790. The status of the sale of bonds and the new question as to whether the seller of same must state on selling that he is owner or broker is involved.

Suit has been brought by the Illinois Central Railway Company against the Paul Kuhn Grain Company of Evansville, Ind., for \$14,000 damages. It is alleged that the Kuhn company was allowed by the railroad charges for grain shipped to Kentucky, Tennessee and Mississippi points from April 1, 1912, to January 31, 1913. When the mistake was discovered the defendant company, it is declared, refused to rectify it.

Suit has been filed against the Twin City Trading Company of Minneapolis, Minn., by the Marfield Grain Company and Gilfillan-Remund Company. The complaining companies ordered grain into the elevator and the Twin City concern delivered the same to R. J. Johnston on his order as buyer of the R. J. Johnston Grain Company. After the failure of the latter concern, the grain companies endeavored to affix the blame on the trading company, which held that it merely was operating as a storage company and had acted in accordance with trade customs, that had been in force for 20 years in that market.

COURT DECISIONS

CARRIERS

Carrier an Insurer of Goods.

(Arkansas) A carrier of goods is practically an insurer against all losses save those arising from act of God, of the public enemy, duly constituted authority, or the inherent vice of the goods shipped.

The receipt of goods in a damaged condition raises a presumption that the carrier was negligent. —*St. Louis, I. M. & S. R. Co. v. Hudgins Produce Co.* (177 S. W. 400).

Appeal Denied.

(Texas) In an action for damages by rain to dry corn during transit, answer alleging that the corn was shelled while too green, and was shipped in a green and unripe condition, held only a denial of the petition and to raise no new issue.—*St. Louis, B. & M. Ry. Co. v. Evans* (173 S. W. 228).

Where the petition, in an action against a carrier for damages to corn during transit, alleged that the corn was good, dry, and merchantable when shipped, and was damaged by rain which the carrier negligently permitted to come in contact therewith, an answer alleging that the corn was shelled while too green, and that the same was shipped in a green, damp, and unripe condition, was only a denial that the corn was damaged by rain and was ripe and merchantable corn when loaded, and raised no new issue.

Private Track Delivery.

(Massachusetts) A carrier is not entitled to payment of freight or demurrage for a shipment consigned to a private track until it is delivered on that track.—*New York, N. H. & H. R. R. v. Porter* (108 N. E. 499).

Where a shipment of coal was consigned for delivery to a coal dealer on a private track, which was located on the land owned by the dealer, but under exclusive control of the carrier, the carrier was not entitled to payment of the freight or to demurrage until the cars had been delivered on that track.

Private Car Lock Relieves Railroad.

(Nebraska) A railroad company held not liable for loss of a car of freight by fire after the consignee had broken the seal and locked the door with its own lock.—*McEntire v. Chicago, R. I. & P. Ry. Co.* (152 N. W. 305).

When a railroad company has transported a car of freight to the point designated by the shipper, has notified the consignee of the arrival of the car, and given consignee permission to unload the same, and consignee has broken the seal thereon, and locked the door with its own lock, and retained the key, and later a fire occurs in the car, and the goods therein are thereby destroyed, held, that the railroad company is not liable, and it is error for the court to submit the question of liability, negligence being neither alleged nor shown, to the jury.



ILLINOIS

At Waggoner, Ill., a new up-to-date elevator is to be constructed by John Gurlach.

A new elevator is to be constructed at Cairo, Ill., by the Hastings-Stout Company.

The Platt Grain Company of Galesburg, Ill., has been taken over by James E. Bennett & Co.

The elevator of R. B. Andrews & Co., at Walker, Ill., has been equipped with a pneumatic car loader.

The grain office of Gring & Scholer at Farmer City, Ill., has been moved to the Clouse Building.

Plans are under way by the farmers in the vicinity of Royal, Ill., for the construction of a grain elevator.

The capital stock of the Stanford Grain Company of Stanford, Ill., has been increased from \$2,500 to \$5,000.

The De Long Grain & Lumber Company at De Long, Ill., has been succeeded by the De Long Grain Company.

A. T. Peterson is now the owner and conductor of the elevator formerly owned by A. D. Stanford at Malta, Ill.

The Risser-Rollins Company of Kankakee, Ill., has equipped its plant with a Richardson Automatic Scale.

A Richardson Automatic Scale has been installed in the plant of J. R. Wagner, a grain dealer of Metamora, Ill.

The plant of the co-operative company at Elkhart, Ill., has been equipped with a Richardson Automatic Scale.

The Murrayville Produce, Fuel, Flour & Feed Company of Murrayville, Ill., has discontinued its grain business.

Interest in the Davis & Gilles elevator at Pesotum, Ill., have been purchased by Albert Gardner of Shawnee, Okla.

George M. Dusenberry & Co., of Henning, Ill., have been succeeded in business by William Prillman of Rossville.

Guy Hensley is the new proprietor of the elevator at Keyesport, Ill., formerly leased by the Greenville Elevator Company.

Wm. Sadorus of Sioux City, Iowa, has bought the interest of E. C. Sadorus in the elevator and store situated at Mayview, Ill.

Foehr Bros. expect to build a 16,000-bushel elevator at Richview, Ill., including two large warehouses and a fireproof storage bin.

Wayne Bros. Grain Company of Wayne Station (Delavan p. o.), Ill., disposed of its property to the Farmers' Elevator Company.

A 10-horsepower Charter Gasoline Engine has been installed in the Farmers' Elevator Company's plant at Fletcher (mail Cooksville), Ill.

The Farmers' Elevator Company of Viola, Ill., has purchased a site on which to construct a corn crib, salt house and lumber shed.

The implement and vehicle business of Harlan & Rollins at Neponset, Ill., has been taken over by the Farmers' Grain & Elevator Company.

Sidney Grain Company of Sidney, Ill., expects to improve its elevator this spring and will install a gasoline engine to take the place of steam.

A recently organized farmers elevator company at Newark, Ill., contemplates the construction of an elevator of from 60,000 to 70,000 bushels' capacity.

T. J. White has sold his elevator at Abingdon, Ill., to the Anderson Grain Company of Anderson. Business is now conducted as the Abingdon Grain Company.

Charles Gibb, James Gibb and Oscar A. Holloway are the organizers of the Wing Grain Company of Wing, Ill. The company is incorporated with capital stock of \$10,000.

The grain and feed business has been added to the Neola Lumber & Coal Company's plant at Fay (r. f. d. Mount Carroll), Ill., and the same company has purchased property on which to build new buildings.

The Chicago Grain Company of Chicago, Ill., is overhauling the old Gerstenberg elevator at Cragin (r. f. d. Chicago), Ill., and adding new machinery to make it up to date in every respect. A new Ellis Drier is included in the equipment. The work is

being done by the Burrell Engineering & Construction Company of Chicago.

E. D. Newman of Good Hope, Ill., has disposed of his business there to R. L. Chipman, with the exception of the elevator and grain department.

At Crete, Ill., the Crete Grain Company has been organized, capitalized with stock amounting to \$10,000. William Seggebruch, Edw. Koelling and John Piepenbrink were the incorporators.

The Atlantic Elevator formerly owned by the Hooper Grain Company of North Chicago, Ill., has been, it is said, purchased by the Arcady Farms Milling Company and will equip it for manufacturing of feeds.

Plans are under way for the reconstruction of the elevator at Beardstown, Ill., which burned this winter. The new plant will be of the same capacity as that of the plant which burned and will cost approximately \$1,000. Work on the new plant is to be started early this summer.

SOUTHERN AND SOUTHWESTERN

Puckett Bros. have entered the grain business at Sayre, Okla.

Work has been completed on the elevator of H. F. Probst at Beaver, Okla., about February 1.

A new warehouse has been completed by the W. M. Crosby Flour & Grain Company at Birmingham, Ala.

The Robinson Grain Company has sold its elevator at Harrold, Texas, to the Harrold Grain Company.

On February 1 the Lillard Milling Company let the contract for a new 75,000-bushel elevator at Decatur, Texas.

The Patton-Rardin Grain Company has moved its headquarters from Texhoma, Okla., to Ft. Worth, Texas.

The Farmers' Union Clearing House of Leedey, Okla., will construct a new grain elevator in the spring.

Operation of the C. M. Light Grain Company's new 15,000-bushel elevator at Beaver, Okla., has been started.

Half interest in the Garber Mill & Elevator Company of Garber, Okla., has been bought by John Gerken.

The elevator of the S. S. Home Cereal Company at Sand Springs, Okla., is to be enlarged by that company.

Plans are under way for the reconstruction of the grain elevator of the Farmers Elevator Company at Okarche, Okla.

An addition has been constructed to the elevator of the Farmers Co-operative Trading Company of Mooreland, Okla.

The plant of the Worth Milling Company of Fort Worth, Texas, has been enlarged by the erection of a new grain elevator.

John O. Arnold, G. J. Smith and Margaret Zettler organized the Falls City Elevator & Machine Company of Louisville, Ky.

The elevator and mill property of B. Terhune & Sons, located at Bradfordsville, Ky., was purchased by T. C. Jackson for \$9,000.

The Wheatland Grain & Lumber Company of Amber, Okla., has repaired and rebuilt the elevator which burned a short time ago.

The property of the Ringwood Mill & Elevator Company at Ringwood, Okla., was recently purchased by it and is now being remodeled.

W. A. Bills, former manager of the Lewisburg Mill & Elevator Company of Lewisburg, Tenn., has started up a feed and grain business.

A small grain elevator and a flour re-packing house has been installed at Montgomery, Ala., by the Capital City Grain & Feed Company.

Hughes & McCoy of Howe, Texas, have dissolved partnership and the business will in future be conducted as the J. A. Hughes Grain Company.

D. W. Marks and L. P. Anderson have taken over the property of Embury E. Anderson at Covington, Tenn., consisting of a large grain and feed business.

For purpose of handling grain and conducting an elevator, the Tennessee Valley Brokerage Company was formed at Sheffield, Ala., capitalized with stock of \$10,000. The organizers are named are: Philip

Olim, president; P. B. Willis, manager, and Philip Kreisman, secretary.

The Sourlake Grain Company has been formed at Sourlake, Texas, capitalized at \$3,000. The incorporators are: J. E. Josey, R. C. Miller and Will Wharton.

Portwright & Warren are building a new elevator at Friona, Texas. The plant will be equipped with modern machinery, including a Richardson Automatic Scale.

A. D. Cobb and Simms R. Connell have purchased the grain business of John A. Connell at Adel, Ga., and will conduct same in the future as the Connell Grain Company.

The Canadian Mill & Elevator Company of El Reno, Okla., which has repaired its plant which recently was damaged by fire, has installed a Richardson Automatic Scale.

The H. M. Hobbie Grocery Company of Montgomery, Ala., has agreed to build a \$200,000 grain elevator on the site recently leased by them, if the site can be purchased.

A new elevator of 35,000 bushels' capacity has been completed at San Antonio, Texas, by the Maracheau Grain Company. A new office building has also been constructed.

William Marsh, Peter Uruh, C. E. Carlson, J. A. Wedel and J. A. Maphet have organized the Farmers' Elevator Company of Meno, Okla. The company is capitalized with stock aggregating \$5,000.

S. D. Scott & Co., of Portsmouth, Va., have arranged for the construction of a fireproof warehouse. The building is to be of brick and concrete construction and will be built on the site of the elevator which burned recently.

The Lyle-Taylor Grain Company has been formed at New Decatur, Ala., for the purpose of building and conducting a new 100x80-foot building which will be equipped with machinery for shelling 3,000 bushels of corn per day. The members of the company are Lyle & Lyle of Huntsville and F. E. Taylor of Howells, Tenn.

The Burrell Engineering & Construction Company of Chicago has the contract for the construction of a 200,000-bushel concrete storage and a concrete 500-barrel flour mill building for the Paris Milling Company of Paris, Texas, to take the place of the plant recently burned down. Nordyke & Marmon Company machinery will be used in the mill. The entire plant is expected to be completed by June 1.

OHIO AND MICHIGAN

The Okolona Grain & Stock Company of Okolona, Ohio, has been organized there.

Burglars gained entrance to the elevator at Stockbridge, Mich., and a bag of beans stolen.

The Deunquat Elevator & Exchange Company was formed at Deunquat, Ohio, capitalized at \$10,000.

A bean picking machine has been installed in the plant of the Farmers' Grain Company at Kinde, Mich.

Willis Morris has bought the elevator located at Pemberton, Ohio, from the Brisson-Bedwell-Bru-baker Company.

W. D. Rapp & Son are operating a new elevator of 10,000 bushels' capacity at Jasper Station (p. o. Washington C. H.), Ohio.

A. Tanner & Sons' elevator at London, Ohio, was bought recently by the recently organized Farmers' Grain & Merchandise Company.

The interest of Chas. A. Des Ermia in the grain business of Onsted & Kerr at Onsted, Mich., has been sold by him to other stockholders.

Half interest in the Farmers' Feed & Elevator Company of Fremont, Mich., was purchased recently by Frank Bradway from Joe S. Gerber, Jr.

The new plant of the Raymond P. Lipe Company at Sherwood, Ohio, has been started. It includes an elevator of 10,000 bushels' capacity and a hay barn.

M. S. Howland of the elevator firm of Howland & Jossman, operating at Oxford, Mich., has negotiated for a site at Orion, Mich., on which he will construct an elevator.

The elevator of the Henry County Grain Company at Deshler, Ohio, has been taken over by the recently organized Deshler Farmers' Elevator Company. The company has also purchased the elevator of the

Farmers' Grain Company and will operate the two in conjunction.

At Bloomdale, Ohio, organization of the Farmers' Co-operative Elevator Company has been completed. The capital stock of the concern aggregates \$15,000.

For the purpose of dealing at wholesale and retail in grain, flour and feed, the Green Camp Grain Company was organized not long ago at Green Camp, Ohio, capitalized with stock of \$6,000. Ralph C. Peet, Curtis M. Ross, D. E. Kirts, H. H. Gill and R. R. Gill.

EASTERN

The Potter Grain Company of Gardner, Mass., expects to move into new quarters.

Britt Harts' elevator, at Washington, Pa., has been purchased by J. K. Lanson.

A new elevator and warehouse has been erected at Brooklyn, N. Y., by J. W. Gasteiger & Son.

The Fuller-Holway Company of Augusta, Maine, has installed a sprinkler system in its elevator.

The grain and feed business of Art Sikes at Suffield, Conn., was sold by him to Spencer Bros., Inc.

Numerous improvements have been made on the plant of the Marlboro Grain Company of Marlboro, Mass.

The business of the Danville Grain & Coal Company at Danielson, Conn., has been bought by Louis Wolfe.

F. S. Geyers' mill at Stonington, Maine, has been bought by the Western Grain Company, who will operate it.

At Woodbridge, N. J., the Klein Bros. Company was organized to deal in grains, flour, and feed. The company is capitalized with stock of \$25,000.

The Concrete Elevator of the Eastern Grain, Mill & Elevator Corporation at Buffalo, N. Y., is to be enlarged by a 1,000,000-bushel annex, it is reported.

The Middletown Mills, Inc., of Middletown, N. Y., has been organized to deal in grain, flour, feed and engage in milling. The capacity of the company is \$10,000.

The Gardiner Farmers' Union of Augusta, Maine, was recently incorporated. The capital stock of the concern is \$10,000. The organizers were Chas. L. Wadsworth and C. H. Oldham.

Another grain elevator is to be constructed by the Philadelphia & Reading Railway Company near the present one at Port Richmond, Pa. The capacity of the new structure will be 1,500,000 bushels.

Wm. J. Heinold, Anna E. Fischer and Lawrence E. Coffey have incorporated the business formerly controlled by John G. Heinold at Buffalo, N. Y. The capital stock of the concern aggregates \$50,000.

IOWA

Metzger Bros. elevator at Wyman, Iowa, is now owned by P. T. Brown.

At Altoona, Iowa, farmers are organizing a new concern to conduct an elevator.

Plans are being discussed for the erection of a new elevator at What Cheer, Iowa.

A. J. Graham has overhauled his gas engine in his elevator-located at Carnarvon, Iowa.

N. H. Velthouse has equipped his elevator located at Kanawha, Iowa, with an automatic scale.

John R. Gier, former member of the grain firm of Gier & Belz at Conrad, Iowa, has retired.

A new dump has been installed in the plant of the Farmers' Elevator Company at Marcus, Iowa.

Possession was given John E. Swedberg of E. A. Brown's elevator at Boxholm, Iowa, on February 1.

The Rock Island elevator at Libertyville, Iowa, has been purchased by a Mr. Rhynas of Stockport, Iowa.

J. W. Perkins' elevator at Hughes (r. f. d. Eldora), Iowa, is now the property of the Farmers' Elevator Company.

The farmers in the vicinity of Blencoe, Iowa, are attempting to complete the organization of a Farmers' Elevator Company.

A new feed storehouse of modern construction is to be constructed at Little Cedar, Iowa, by the Farmers' Elevator Company.

Plans are under way for the construction of a grain elevator at Hardy, Iowa, by the recently formed Farmer's Elevator Company.

The interest of C. S. King of Cedar Rapids, Iowa, in the King-Wilder elevators, has been disposed of by him to C. E. Yiesley of Van Horne.

The Earling Grain Company has disposed of its elevator at Earling, Iowa, to the Albers-Pollock Commission Company of Omaha, Neb.

The capital stock of the Farmers' Co-operative Grain & Livestock Company at Center Point, Iowa, has been increased from \$10,000 to \$15,000.

The Equity Society of Waukon, Iowa, recently purchased a piece of property formerly used as a poultry house and will remodel same to be used as

an office for the shipping manager and as warehouse. The consideration aggregated \$2,000.

Since the death of H. D. Mowery, the elevator of Mowery & Co., located at Linby, Iowa, has been conducted as the Linby Elevator Company.

On February 1, possession was given Mr. Peterson of the elevator business at Zearing, Iowa, recently purchased by him from Craft & Vinsel.

Substantial improvements have been made on the Nishna Valley Elevator at Hamburg, Iowa, by the owners and the plant is now ready for operation.

The interest of Chas. Rawson in the elevator business of Mullin & Rawson at Britt, Iowa, has been purchased by H. H. Mullin, who will conduct the business alone.

A land site has been purchased by the Maney Elevator Company of Omaha, Neb., in Council Bluffs, Iowa, on which it is thought it will build a large elevator in the spring.

The interest of John Eassellman in the grain and implement dealing firm of Lacey, Iowa, the Lacey Grain & Implement Company has been disposed of by him to his partner, John Koldenburg.

The Wright & McWhinney elevator at Bouton, Iowa, is now the property of C. A. Jenks and his associates. The new proprietors will incorporate it is thought and operate as the Bouton Grain Company.

D. E. Hedges & Son are now sole proprietors of the elevator, coal and lumber business at Mt. Vernon, Iowa, formerly operated as Hedges & Dobson, partnership interest having been purchased from Mr. Dobson.

The elevator of the Oyens Co-operative Company of Oyens, Iowa, has been repaired and a new office is being built. New belts and cups, a 1,500-bushel an hour automatic weigher and other improvements are being made. The co-operative company, which has been leasing the Plymouth Milling Company's elevator, closed down that plant on February 1.

MINNESOTA AND WISCONSIN

G. F. Rahn disposed of his elevator at Redwood Falls, Minn., to R. E. Gryting.

The elevator of Fedson & Lukes at London, Minn., has been equipped with a pneumatic carloader.

Additions are being made to the plant of the St. John's Grain Company located at Elmore, Minn.

A. M. Shelon has disposed of his interest in the Imperial Elevator Company of Minneapolis, Minn.

It may possibly be that the Soo Railroad will construct a 1,000,000-bushel elevator at Minneapolis, Minn.

The elevator located at Juneau, Wis., which was recently burned, has been overhauled and put into good condition.

The K. & R. Elevator Company has bought the elevator of G. H. French at Leonard, Minn., and has remodeled the same.

The Farmers' Elevator Association has been organized at Carver, Minn., with F. Tessman as president and John A. Hutig as secretary.

Plans are under consideration for the formation of a farmers' equity company which will either build or buy an elevator at Belleplaine, Minn.

The elevator owned by Hubbard & Palmer at Northrop, Minn., has been purchased by A. C. Becker, who for the past 14 years has been manager of it.

For the purpose of dealing in grain and grain products, the H. E. McEachron Mills was incorporated at Wausau, Wis., capitalized with stock of \$300,000.

The Western Grain & Coal Company of Winona, Minn., is the new owner of the 50,000 bushel elevator formerly the property of the Western Elevator Company.

At Duluth, Minn., the Maguire Haley Company has been formed to operate elevators and conduct a livestock and farm products business. The capital stock of the new concern is \$100,000.

As the Independent Farmers' Grain Company, R. H. Williams has opened up a new elevator at Poskin Lake in Baron County, Wis. A feed mill is also to be installed by him there.

A site has been bought by the Parry Grain & Milling Company of Milwaukee, Wis., on the Chicago & Northwestern road on which it will construct a new plan consisting of elevator, mill, etc.

The Byrnes Bros.' elevator located at Mapleton, Minn., was purchased by the Mapleton Co-operative Elevator Company. The elevator has a capacity of 28,000 bushels and is in good condition. The consideration named was \$3,750.

The elevator of the Northwestern Elevator Company at Russell, Minn., has been taken over by the Farmers' Independent Elevator Company which will operate it in connection with its own house. The company is installing electric light.

The elevator property of the Consolidated Milling, Elevator & Power Company at Chippewa Falls, Wis., has been bought by the King Lumber Company of

Watertown. The Consolidated company received \$4,000 for the land and will move the elevator away.

It is probable that the Wells Milling Company of Wells, Minn., will erect two elevators of 100,000 bushels' capacity and of steel and concrete construction.

INDIANA

V. E. Metz succeeds R. M. Godlove in the grain business at Redkey, Ind.

The Kokomo Grain Company has entered into the grain business at Terre Haute, Ind.

The King Grain Company of Wabash, Ind., has equipped its plant with a moisture tester.

Davis Bros. of Frankfort, Ind., have bought the two elevators of Seeger & Witt at Clarkshill, Ind.

A. R. Robison & Son of Hazleton, Ind., have sold their elevator to Joseph W. Witts of Lebanon, Ind.

Haller & Walker at Eaton, Ind., and Shideler, has been succeeded in its business by the Eaton Grain Company.

E. P. McFadden & Co. have equipped their plant located at Twelve Mile, Ind., with a Richardson Automatic Scale.

The Morrow Grain Company operating elevators in Wabash, Ind., Rich Valley and Lageo, has filed dissolution papers.

Burglars entered the office of the W. L. Holdaway Grain & Feed Company of Terre Haute, Ind., and escaped with \$210.

The Colfax Grain Company of Colfax, Ind., has leased the elevator of F. W. Powers and is using the same as storage.

A 22-foot wagon scale has been installed together with a type registering beam in the plant of Rohm Bros. at West Union, Ind.

A one-story frame warehouse, 125x40 feet, has been constructed at South Bend, Ind., by the South Bend Grain Company. W. J. East is manager.

A crusher, Western Sheller, and other new machinery has been installed in the plant of the Pierce Elevator Company operating at Union City, Ind.

The Home Mill & Elevator Company's elevator business at Carlisle, Ind., has been taken over by the recently organized Farmers' Elevator Company of that place.

R. A. Kuhn has disposed of his elevator which he has conducted as the Nickel Plate Elevator at Argos, Ind., for 11 years, to C. H. Grube, formerly of Milner & Grube of Plymouth.

The Anderson Milling Company has been formed at Logansport, Ind., by Henry J. Anderson, Chas. W. Graves, and Will W. Holmes, for the purpose of conducting grain elevators. The capital stock of the company amounts to \$30,000.

G. Wolff & Sons Company of Hamilton, Ind., has filed articles of incorporation there. The concern is capitalized with \$12,000 capital stock, and will operate grain elevators and flour mills. Gustav Wolff, Moses J. Wolff and Henry Wolff are named as the organizers.

THE DAKOTAS.

Operations have been started in the elevator of Martin S. Lee at Aneta, N. D.

The Crown Elevator Company has leased its elevator at Mooreton, N. D., to F. A. Bagg.

The Ely-Salyards elevator, located on the Great Northern at Hannaford, N. D., is now being rebuilt.

A large office is to be added to the plant of the Farmers' Elevator Company at Bloom (Jamestown p. o.), N. D.

The Reliance Elevator Company expects to rebuild its plant located at Hague, N. D., which burned down a short time ago.

The Derrick Grain Company operating at Derrick, N. D., has arranged for the installation of a feed mill at its elevator.

The Farmers' Elevator Company of Guelph, N. D., has equipped its plant with two legs, cleaner, grinder and a 20-horsepower engine.

The Walters elevator at Marvin, S. D., has been purchased by a party from North Dakota who will take possession immediately.

The Equity Elevator Company of Munster Station (New Rockford p. o.), N. D., has ordered a feed mill to be installed in its elevator plant.

The new 40,000-bushel elevator of the Heaton Lumber Company of Heaton, N. D., has been completed at Williams Station (Pettibone p. o.).

At Kuroki, N. D., articles of incorporation have been taken out by the Farmers' Elevator Company. The company is capitalized at \$10,000.

The Farmers' Elevator Company of Howard, S. D., which has been operating as a stock company, has been changed into a co-operative concern.

Incorporation papers have been filed for the Farmers' Grain & Fuel Company at Egan, S. D. The company will take over the property of the Standard

Grain Company, if possible, and if no satisfactory arrangements can be terminated, a new elevator will be built.

It is probable that the farmers in the vicinity of Windsor, N. D., will organize a company for the purpose of building and conducting an elevator.

Plans are under way by farmers in the neighborhood of Uppam, N. D., for the purchase of the St. Anthony & Dakota Elevator Company's property.

The Equity Elevator & Trading Company of Sheyenne, N. D., may erect a new elevator in the spring in order to cope with the demands of its increasing business.

The industrial agent of the South Dakota Central Railway is advocating the construction of two terminal elevators, one at Watertown and one at Sioux Falls, S. D.

The Kellogg Commission Company of Minneapolis, Minn., has disposed of its elevator at Sonora (r. f. d. Fairmount), N. D., to the M. & N. Elevator Company of Hankinson.

The Farmers' Elevator Company, recently organized at Osceola, S. D., has arranged for the construction of a grain elevator. The construction of the plant is to be started in the spring.

Plans are under way for the organization of a farmers' co-operative elevator company at Sykeston, N. D. It is reported that a 70,000-bushel elevator is to be constructed there next spring.

The elevator of the Imperial Elevator Company at Deering, N. D., has been bought by the Acme Grain Company and the latter firm has moved its old elevator to Wolseth Station (Glenburn p. o.).

The elevator and the mill of the Chamberlain Milling Company at Chamberlain, S. D., has been placed on a new foundation. The ground settled last August for 100 feet around the plant into an old well.

A new elevator equipped with two legs, buckets, and a 15-horsepower engine, a 6-ton dump scale, dump control separator and a Richardson Automatic Scale of 2,000 bushels' capacity has been built at Manvel, N. D., by the Levant Elevator Company.

Transactions were recently concluded between J. J. H. Lynch and the Donnybrook State Bank of Donnybrook, N. D., whereby the grain elevator located there became the property of Mr. Lynch. He has been managing the elevator for the bank up to this time.

The organization of the Spiritwood Equity Co-operative Elevator Company at Spiritwood, N. D., has been perfected. The company has paid in capital of \$5,000 and capital stock of \$10,000. The concern will conduct a general grain business and most probably will purchase the two elevators located there.

CANADA

The mill of the North Star Elevator Company of Davidson, Sask., is to be enlarged.

A 40,000 bushel warehouse is to be constructed at Cadillac, Sask., by the State Elevator Company.

An addition is to be constructed to the elevator plant of the Canadian Elevator Company at Davidson, Sask.

Capitalized at \$50,000, the Farmers' Club Grain Company, Ltd., was formed with headquarters at Winnipeg.

Efforts are being made by the Quebec Board of Trade to have the Government build elevators at Halifax, St. John and Quebec, Que., Canada, with 10,000,000 bushels' capacity.

Temporary bins have been provided by the line elevator companies in Canada for the farmers who were unable to store their grain in elevator because of the congested conditions existing.

WESTERN

A grain elevator is to be built at Grand Junction, Colo., this spring.

Construction work is being completed on the elevator at Snyder, Colo.

Plans are under way for the construction of an elevator and corn mill at Whitehall, Mont.

J. N. Gryder & Co. have succeeded H. S. Douthit & Co. as grain operators at Portales, N. M.

Plans are being completed by the Handel Elevator Company of Delphia, Mont., for the erection of a grain elevator.

The capitalized stock of the Farmers' Society of Equity of Pocatello, Idaho, has been increased from \$100,000 to \$250,000.

Arrangements are being made by Wm. O'Laughlin of Baker, Mont., for the construction of an elevator at Miles City, Mont.

The Farmers' Society of Equity of Helena, Mont., has arranged for the formation of a Montana Farmers' Marketing Association.

Articles of incorporation have been filed for the Farmers' Union Co-operative Mill & Feed Company at Fort Lupton, Colo., capitalized with stock agree-

gating \$10,000. The firm has already purchased an old mill building and will remodel same.

I. A. Mock, owner of Hartman Grain Company at Hartman, Colo., has sold the plant to F. W. Hill.

The Farmers' Union of Gilliam County, Ore., has arranged for the construction of two grain elevators, one at Condon and one at Blalock, Ore.

The Intermountain Milling & Elevator Company of Salt Lake City, Utah, has completed construction of a 10,000-bushel cribbed elevator covered with corrugated iron located five miles south of Alexandria.

The interest of Wm. Hayton and G. H. Clark in the firm of Ball & Lindbloom at Mt. Vernon, Wash., has been disposed of by them and in the future the company will be conducted as the City Grain & Seed Company.

MISSOURI, KANSAS AND NEBRASKA

E. J. Rose has sold his elevator at Ashland, Neb., to L. T. Nelson.

A new elevator is to be constructed at St. Francis, Kan., by Josiah Crosby.

W. E. Hunsaker expects to construct a new elevator at Russellville, Mo.

Chas. Fricky has sold his elevator at Oberlin, Kan., to Fred Mosler of Rexford.

The West Elevator at Deweese, Neb., has been equipped with a new engine.

A new elevator is to be constructed near Herington, Kan., by C. E. Shepherd.

A grain elevator is to be constructed at Bennington, Kan., by Patterson & May.

Work is to be started in the near future on the farmers' elevator at Rokeby, Neb.

The Atlas Elevator Company has closed down its elevator located at Warehan, Neb.

At Wyoming, Neb., farmers are attempting to organize a company to build an elevator.

Plans are nearing completion by Crump & Humphrey for a new elevator at Centralia, Mo.

A car loader is to be installed in the plant of the Holyrood (Kan.) Grain & Supply Company.

Papers of dissolution are to be filed for the Farmers' Grain & Stock Company of Hooper, Neb.

The Farmers' Elevator Company of Murphy, Neb., has installed a new gasoline engine in its plant.

Most probably an additional grain elevator will be built at Columbia, Mo., by Crump & Humphrey.

Capitalized with stock of \$20,000, the Farmers' Union Association will be formed at Liberty, Neb.

Fred Meyn's elevator and property at Hanover, Kan., has been taken over by the Farmers' Union.

An electric motor has been installed in the plant of the Platte Grain Company located at Glenvil, Neb.

A new corn sheller has been installed in the elevator of the People's Elevator Company at Butler, Mo.

A new engine has been placed in the Farmers' Grain & Stock Company's elevator plant at Wahoo, Neb.

The Shellabarger Mill & Elevator Company will build an annex to its elevator located at Quinter, Kan.

A Richardson Automatic Scale has been installed in the elevator plant of Geo. Koch at Garden Plain, Kan.

Reports have been issued stating that business at Sumner, Mo., has been discontinued because of floods.

A farmers elevator company has been organized at Madison, Neb., by Wm. Rottler, J. G. Oldith and others.

The O'Donnell Grain Company has disposed of its elevator at Stratton, Neb., to the Farmers' Equity Union.

The R. E. Roberts Elevator Company at Gretna and Kennard, Neb., has been succeeded by Henry Roberts.

Rapp & Sons are building a 15,000-bushel elevator at Waterloo, Neb., to be operated in connection with its feed plant.

A corn cleaner and sheller has been installed in the plant of the Sterling Grain & Stock Company of Sterling, Neb.

Flour and feed are to be handled by R. V. Seward & Sons at Hardin, Mo., in connection with their grain elevator.

A. J. Moore of Caldwell, Kan., is installing a Richardson Automatic Type Registering Scale in his elevator at Metcalf.

A new grain elevator is to be constructed at Varner, Kan., on the Hutchinson & Southern Kansas by Dan Callahan.

Contracts have been let by the Hugoton Elevator & Warehouse Company of Hutchinson, Kan., for the construction of new elevators at Sublette and Sautanta on the Dodge City and Cimarron Valley line. The firm will own eight elevators with a storage

capacity of 150,000 bushels when the two elevators are completed.

The Farmers' Union of Humboldt, Neb., has purchased the feed and flour business of George T. Newton at that place.

The elevator of the Lost Springs (Kan.) Elevator Company has been equipped with a Richardson Automatic Scale.

Attempts are being made by farmers near Blue Springs, Neb., to form a company for conducting a farmers' elevator.

Seth S. Barnes has arranged to construct a small elevator and corn sheller in connection with his plant at Marston, Mo.

A complete corn handling equipment has been installed by the Gooch Mill & Elevator Company in its plant at Lincoln, Neb.

An addition is to be constructed to the plant of the Guppton Grain Company at Oxford, Neb., to be used in handling grain.

J. P. Emery is president and C. R. Rixon, manager, of the recently incorporated Farmers' Grain Company of Cimarron, Kan.

A pneumatic car loader is to be installed in the elevator of the Mitchell County Farmers Elevator Company of Beloit, Kan.

The business fixtures of the Rickel Grain Company at Coffeyville, Kan., have been bought by the Wilson Elevator Company.

The new 10,000-bushel elevator on the Frisco Railroad at Latham, Kan., has been finished for the E. A. Riley Lumber Company.

A 10,000-bushel concrete storage addition has been built to the plant of the N. Sauer Milling Company located at Cherryvale, Kan.

The Clay County Grain Company of Fairfield, Neb., has disposed of its elevator to the Farmers' Union organizations of the county.

O. M. Kellogg's elevator at Benkelman, Neb., has been purchased by the Farmers' Equity Exchange. The consideration was \$4,500.

The old gasoline engine in the elevator of the Alley Grain Company at Princeton, Mo., has been replaced with an electric motor.

The Wallingford Elevator Company of Wichita, Kan., has installed in its elevator a new dust collector, cleaner and elevator leg.

Farmers in the vicinity of Pleasant Hill (r. f. d. from Dorchester), Neb., are contemplating the construction of a farmers' elevator.

C. S. Wilson, part owner in Williams-Wilson Elevator Company of Ottawa, Kan., has bought his partner's interest in the same concern.

The Exchange Elevator at St. Louis, Mo., formerly operated by C. H. Albers Commission Company, has been leased by George Harsh & Co.

On February 1, possession of the elevator formerly owned by Isaac W. Meyers was given the Farmers' Elevator Company of Denton, Neb.

A new elevator is to be constructed at White City, Kan., by R. M. Sheppard. The plant will be equipped with a Richardson Automatic Scale.

G. J. Railsbach, J. C. Railsbach and R. M. Railsbach organized the Railsbach Grain Company at Ashland, Neb., capitalized at \$50,000.

This spring the Agenda Milling Company will build an addition to its elevator at Agenda, Kan., in order to increase the storage capacity.

The Farmers' Grain & Live Stock Company of Kearney, Neb., has put up its elevator for sale, bids for which are to be opened on March 4.

Two more elevators located at Wellington, Kan., have been leased by H. C. Vester Company. The concern now operates four elevators there.

It was recently decided by the Farmers' Elevator Association of Lindsay, Neb., for the building of an additional elevator of 25,000 bushels' capacity.

With a view of purchasing the Updike Company's plant at Arlington, Neb., the Arlington Lumber & Grain Company has been formed at that place.

The Kansas Grain Company now operates the elevator at Elmer (mail to Bernal), Kan., formerly operated by the Hutchinson Flour Mills Company.

Improvements have been made on the elevators of the Burke Grain Company at Little Rock, Kan., including the installation of a Richardson Automatic Scale.

M. W. Peterson is building a 4½-ton ice plant to his elevator located at Jetmore, Kan. Mr. Peterson also built an addition, 24x26 feet, to his elevator at Hanston, Kan.

The contract has been awarded by the Varner Grain & Mercantile Company of Varner, Kan., for the construction of a new 16,000-bushel iron clad elevator at that point.

The Majestic Milling Company of Aurora, Mo., is increasing its grain storage facilities by the erection of concrete storage tanks capable of holding 150,000 bushels of grain. The Burrell Engineering & Construction Company of Chicago, Ill., which has the

contract, expects to have the tanks completed in 90 days.

A carloader has been installed in the elevator of the Otto Weiss Milling Company at Wichita, Kan., which it will operate as the Greenwich Elevator & Mercantile Company.

The elevator business of J. A. Cavers at Omaha, Neb., is to be conducted as the Cavers Elevator Company and the commission business as the Cavers Commission Company.

At Rossville, Kan., the Farmers' Co-operative Elevator Company was formed with a capital stock of \$10,000. A. S. Stanley, H. W. Jamison, John Kesler, H. G. Bond, etc., were the organizers.

The Dobbs Grain Company of Beatrice, Neb., has placed its contract with the Burrell Engineering & Construction Company for a new 20,000-bushel cribbed construction country elevator.

The O'Donnell Grain Company has sold its elevator at Stratton, Neb., to the Farmers' Grain, L. S. & Supply Company for \$7,000. The plant is to be operated in connection with its own elevator.

A. A. Greit, W. A. Stroup and L. M. James were the organizers of the new People's Elevator Company of Reeds, Jasper county, Mo. The company is capitalized at \$5,000 and will build and operate grain elevators.

Contracts have been awarded by C. E. Robinson Grain Company of Salina, Kan., for the construction of an elevator at Westfall and Groton. These plants will be of modern construction and furnished with up to date machinery.

Elevators located at Sarcosie, Exeter, Wentworth and Monett, Mo., passed into the hands of the Langenberg Bros.' Grain Company of St. Louis. The purchase was made from Conrad Becker & Langenberg Milling Company. The latter partner, H. F. Langenberg, died not long ago and his heirs bought the property from the remaining partner.

GRAIN TRADE PATENTS

Bearing Date of January 11, 1916

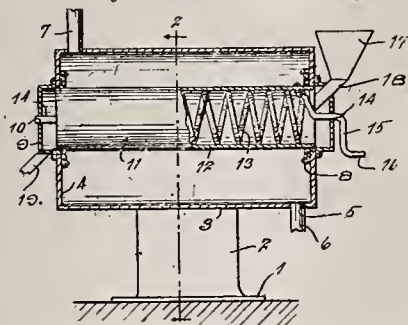
Belt Elevator.—George M. Wolff, Milwaukee, Wis. Filed July 31, 1915. No. 1,167,869.

Grain Car Door.—Charles F. Walter, Quenemo, Kan. Filed February 12, 1914. No. 1,167,539.

Bearing Date of January 18, 1916

Grain Drying and Sterilizing Device.—Henry Monroe, Sabetha, Kan. Filed October 31, 1914. No. 1,168,667. See cut.

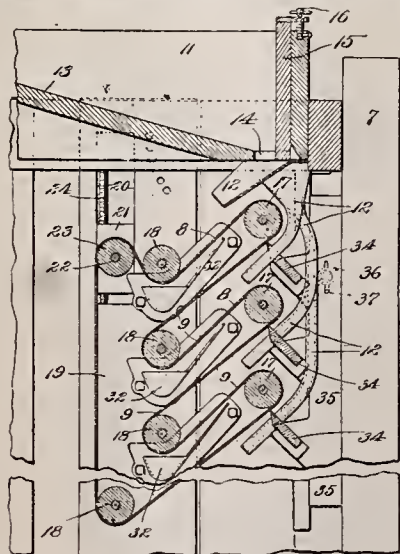
Claim: A drier comprising an outer drum, an inner drum rotably mounted within the inner drum, extensions on the coil journaled in the ends of the outer



drum and a crank at the outer end of one of the extensions to provide a means for rotating the inner drum.

Grain and Seed Separator and Cleaner.—William A. Rice, Jerseyville, Ill. Filed June 21, 1915. No. 1,168,550. See cut.

Claim: The improved seed separator and cleaner, comprising a suitable frame, a series of rolls mounted one above the other in fixed bearings carried by said frame, another series of rolls mounted one above the other in bearings which may be moved up or down



simultaneously, an endless belt mounted on said rolls and extending in a zigzag manner from said rolls which are mounted in fixed bearings to said rolls which have simultaneously movable bearings, means for imparting

motion to said rolls in fixed bearings, means for feeding grain or seed to said endless belt, and means for tightening said belt.

Device for Sampling Grain and the Like.—Leonard H. Des Isles, Chicago, Ill. Filed May 7, 1915. No. 1,168,486. See cut.

Claim: A sampler comprising a series of flexibly connected receptacles having openings therein, and a pipe

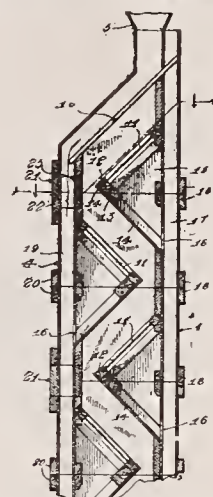


for inclosing said receptacles and for forcing the same into a body of grain or the like.

Portable Grain Elevator.—George B. Nelson, Redfield, Iowa. Filed August 31, 1908. No. 1,168,898.

Grain Separator.—Otto A. Burgeson, Nanson, N. D. Filed June 18, 1915. No. 1,168,282. See cut.

Claim: In a grain separator, a plurality of superimposed separator sections, and a removable door arranged to fit between abutting sections to afford a



means whereby said sections are held against relative lateral movement and for the purpose specified.

Bearing Date of January 25, 1916

Car Seal.—Orla O. Wilcox, Denver, Colo., assignor to one-third to Peter I. Venard and one-third to Charles W. Loomis, Denver, Colo. Filed June 1, 1916. No. 1,169,217.

Bearing Date of February 1, 1916

Hay Baler.—Isaac E. Ward, Andale, Kan. Filed February 17, 1914. No. 1,170,470.

OBITUARY

B. W. Morris, a grain broker, passed away at Columbus, Ohio, aged 64 years.

Wm. G. Wilson, operator of an elevator at Lostant, Ill., for many years, died on January 16.

Bernard Indlekofer passed away at Weston, Ohio. He was interested in the grain industry.

Joseph Hauser, president of the Rubicon Malting Company, died at Rubicon, Wis., aged 74 years.

Chas. McClelland, a member of the Merchants Exchange of St. Louis, Mo., passed away on January 13.

On January 15 Willis Jones died at Columbus, Ohio. Mr. Jones operated grain elevator at Mt. Sterling.

Samuel S. Denny, a retired grain broker, formerly operating at Columbus, Ohio, died at his daughter's home not long ago.

Early in January Murphy W. Chamness, for many years secretary of Stevens-Scott Grain Company of Wichita, Kan., died.

On January 26 Jos. B. Fisk died at Bayou Labatre, Ala. He was formerly a member of the Toledo Produce Exchange.

During the month of January, David Healey, for 15 years engaged in the grain business at Buffalo, N. Y., died aged 53 years.

Frank Aldrich, former grain buyer for the Pacific Coast Elevator Company of Portland, Ore., died at Goldendale, Wash., not long ago.

Albert McCullough, a member of the seed firm of J. M. McCullough Sons Company, of Cincinnati, Ohio, died recently aged 64 years.

Charles Stewart, a grain buyer at Portland, Ore., died from a nervous breakdown not long ago. He leaves his widow and three children.

After suffering from a protracted illness, S. Abbott Willits, head of E. O. Rogers & Co., grain and hay dealers, died at Haddonfield, N. J.

W. C. Ripley died recently at Portland, Ore., aged 52 years. Mr. Ripley was associated with the grain firm of Caesar Cameron & Co. for many years.

On January 28, Joseph B. See of Mount Vernon, N. Y., died aged 79 years. For 35 years Mr. See had been a member of the New York Produce Exchange.

George Hay died on January 23 at his home at Germantown, Pa. Mr. Hay was of the firm of George Hay & Co., and a member of the Commercial Exchange.

Injuries received when caught in the big belt in the National Elevator Company's elevator at McCown Station, just east of Newman, Ill., caused the decease of Bruce Van Dyne, manager of the plant. It was at first thought that the injuries would not

prove fatal, but later things took a turn for the worse and he passed away.

Not long ago A. L. Cox, representative for E. P. Bacon & Co., grain commission merchants of Milwaukee, Wis., passed away at his home in Marshalltown, Iowa.

Edgar B. Mangan, well known in Brooklyn grain trade, died recently. He was a member of the firm of D. B. Mangan and a member of the New York Produce Exchange.

Edwin G. Sleight died at Chicago, Ill., on January 28. Mr. Sleight was a pioneer of Marshalltown, Iowa, and builder of the first grain elevator there. He was 84 years old.

Benjamin C. Jolley, one time member of the Chicago Board of Trade and connected with the Logan & Bryan firm at the same time, died at his home in Chicago aged 64 years.

Lewis B. Daniel died at his home in Cincinnati, Ohio, not long ago from a complication of heart and kidney disease. He was a member of the firm of Early & Daniels, grain dealers.

On January 30, James Kidston, one of the best-known commission grain men on the Chicago Board of Trade, died at Pasadena, Cal. He leaves a widow and two sons with whom he had been associated in business as James Kidston & Co.

After a lingering illness, Augustus Beitney, a grain and feed dealer and a member of the board of directors of the Philadelphia Exchange in 1885, passed away at his home in Philadelphia, Pa.

Philip M. Pfeil, a member of the Grain & Hay Exchange of Pittsburgh, Pa., died on January 29 aged 73 years. He was president of the Iron City Sand Company and the Diamond Coal & Coke Company.

Theodore Husted passed away not long ago from pneumonia at New York City, aged 79 years. Mr. Husted in former years was a partner of Jesse Hoyt & Co., and was a member of the New York Produce Exchange.

On January 14 Hamilton Dewar, an old member of the Chicago Board of Trade, passed away after an illness lasting for several months. During his career as grain broker, Mr. Dewar was participant in several interesting grain deals, including the Harper transactions of 1887 by which 17 houses in Chicago and other markets were carried down.

Effects from an operation for appendicitis resulting in general peritonitis and septic pneumonia caused the decease of Edward J. Schroeder, for several years manager and buyer of the Byrnes' elevator at Mapleton, Minn., and for the past few months employed in the same capacity at Minnesota Lake, in the farmers' elevator. Mr. Schroeder was born

in 1883 near Minnesota Lake. He is survived by his father and two sisters and two brothers.

On January 7, Herbert W. Anderson died at Alexandria, Va. Mr. Anderson formerly was engaged in the grain business as H. W. Anderson & Co., and was one time director in the Baltimore Chamber of Commerce.

At the age of 77, William Campbell, who had charge of the erection of several large elevators in Chicago and the construction of the big elevators at Newport News, Va., passed away at Humboldt, Kan., on February 5.

Robert Archer, one of the old veterans of the Montreal Board of Trade, died recently after an illness of about four months' duration. In 1891, Mr. Archer served as president of the Board of Trade. He is survived by his widow.

Samuel Adams, a member of the Chicago Board of Trade since 1874, died suddenly on January 23 at his office in Chicago. He is survived by his brother and two sisters. Mr. Adams started his career in

the Board of Trade as an office boy and has been a commission merchant for the last 30 years.

Paralysis caused the death of Joseph O. Linebarger, grain trader at St. Louis and Chicago, at Chicago on January 29. Mr. Linebarger was an extensive speculator and at one time engineered a corner in rye at St. Louis. In Chicago his greatest success was during the "green bug" year, 1907. He is survived by his widow and one son.

J. B. Magee, president of the Magee Grain Company, Cairo, Ill., died on January 25 after suffering from a prolonged illness. Mr. Magee was born in Indiana on January 9, 1868, and moved to Cairo with his parents while still a young boy. In 1890 he entered the grain business and 12 years later organized the Redman-Magee Grain Company with W. A. Redman. This concern built an elevator at Cairo and on the death of Mr. Redman, Mr. Magee acquired the interest of his partner and since then has operated as the Magee Grain Company. His widow and one daughter survive him.

Hay market. This committee comprises Randall K. Brown, T. B. Coleman, H. O. Edwards, F. S. Knapp, C. H. Pickens, H. A. Tukey and J. A. Sunderland.

At Indianapolis, Ind., the Independent Feed & Fertilizer Company was formed capitalized with \$10,000 to deal in feed and flour. Judson Hayden, Henry Sanders and S. H. Isaacs are the directors.

CHICAGO HAY MARKET

Albert Miller & Co., of Chicago report February 11: "All grades of timothy meet a ready sale, at the quotations, with an occasional car of extra good color selling above. We sold one car of choice timothy at \$20, only one car of course, but it shows trend of the market.

"The movement of hay from all over the country continues very light, due principally to car shortage. If having such trouble write us and we will take the matter up with officials here. Market for prairie continues firm. All arrivals meeting a ready sale at the quotation. Oat straw more plentiful, market easier; rye and wheat unchanged. We still need heavy clover mixed and clear clover for outside trade."

ST. LOUIS HAY MARKET

Martin Mullally Commission Company of St. Louis, Mo., reports on February 14:

"Receipts of hay during the past week increased very materially, being 422 cars in comparison with 180 the preceding week. Our timothy hay market, however, held up very well though prices are not ranging quite as high as they have been. The demand has been very good for both timothy and clover mixed and the movement here is free. Out market kept well cleaned up right along. Continued liberal receipts, however, would mean an easier market. With favorable weather and good roads there will be a pretty free movement of hay from country points as there is a great deal to be shipped and shippers that have hay on hand should make a special effort to get prices on this market promptly and take advantage of the prevailing prices, which are good and better than they will be later on.

"Prairie hay is ruling steady, offerings fair in amount and demand good for No. 1 and choice. There is a fair demand for No. 2 but very little inquiry for low grade. However, we do not look for any improvement in prices over the present and don't think there is any good in holding prairie for higher prices as the liberal offerings of medium and low grades of timothy will tend to keep down the price of prairie.

"Alfalfa hay is in light offerings and the demand good for No. 1 and choice green hay, fair demand for No. 2 alfalfa but very little inquiry for low grades."

HAY, STRAW AND FEED

John Sloan has started up a feed store at Mahomet, Ill.

H. J. Spangler has established a feed business at Stanford, Ill.

Roy Bros. of East Barnet, Vt., have entered the feed business there.

A feed store has been opened at Forest City, Ill., by Wm. Ellenbarger.

A feed store has been opened at Red Oak, Iowa, by A. H. Pitzer & Co.

Caddell & Smith succeed C. N. Bell in the feed business at Pony, Mont.

At Pillager, Minn., a feed warehouse is to be constructed by George Livery.

Keirn feed business at Marshall, Mo., has been disposed of to R. H. Stanley.

The new feed store of G. W. Smith at Hampden, Me., has been opened up by him.

J. J. Smith sold his feed establishment at McKinley, Texas, to J. H. Hitchcock.

Miller Bros. have sold their feed and flour store at Negaunee, Mich., to Curley Bros.

The Holmesville Feed Company, Inc., of Hamden, N. Y., has been dissolved voluntarily.

John Carr has sold part interest in his feed business at Jasper, Mo., to Robert Horton.

Leffelbein & Byers have purchased the feed business of J. O. Curtis located at Palmer, Neb.

A three-story feed warehouse, 30x60 feet, has been erected at Zelienople, Pa., by J. J. Kennedy.

H. S. Porter has purchased the hay, feed and flour store of R. L. Glazier at Baraboo, Wis.

The feed business of Gilbert McAlpine at Glencoe, Ont., has been taken over by McAlpine Bros.

P. E. Ryan & Co., are the new proprietors of the feed business of H. I. Doud & Co., at Malone, N. Y.

The hay, feed and flour business of Archie Scott at Canton, N. Y., has been bought by Frank Harmon.

The feed business of Preston E. Tandy of Smiths Grove, Ky., has been moved to Bowling Green, Ky.

Van W. Carl of Prairie Grove, Ark., has purchased from Matt Brown the feed business at Hooker, Okla.

Fay Stokes has purchased the feed store of A. R. Hutchins, located at Beloit, Wis., and will conduct same.

Oscar Farmer & Sons, of Louisville, Ky., have purchased the business of R. H. Menefee & Co. at that place.

Earl Outland and Harry Tudor have taken over the C. B. Halboth feed store located at Bellefontaine, Ohio.

The Newcomb Bros.' feed mill at Mason City, Iowa, has been bought by the Des Moines Flour & Feed Company.

Chas. Rockwell & Co., of Mt. Vernon, N. Y., have sold their business and resigned from the National Hay Association.

B. T. Bull, L. E. Marrs, H. E. Bennett, E. L. Alton and W. L. Alton have incorporated the Alton Feed Company of Sidney, Ohio, capitalized with \$15,000.

Harry C. Olson was elected president of the Minneapolis Hay Board of Trade at the annual election held in January. Other officers are: Dan Hagen, vice-president; E. L. Phelps, secretary-treasurer.

Directors chosen were: W. T. Chapman, W. J. Tierney, J. G. Creely, A. J. Howard, P. Anderson.

The elevator men, L. W. Brooke and Wm. O'Laughlin of Kalona, Iowa, have purchased Shetler & Eimen's feed business.

The feed and flour business of H. I. Doud & Co., at Malone, N. Y., has been taken over by P. E. Ryan & Co., formerly of Churubusco, N. Y.

A retail feed store has been established at Neosho, Mo., by the Ozark Feed Company which also conducts a wholesale feed business there.

At Memphis, Tenn., the U. S. Feed Company was organized with stock of \$3,000. S. E. Rison, A. L. Hall, C. C. McCarroll, K. W. Meyers and L. P. Cook were the organizers.

H. Knepper & Son's elevator and Young & Schmitt's feed store at Edon, Ohio, have been purchased by the recently organized G. Wolff & Sons Company of Hamilton, Ind.

At the last meeting of the Executive Committee of the Omaha Grain Exchange, Chairman Sunderland announced that the following members have been chosen as the committee to take preliminary steps toward the establishment in Omaha of the



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

SHIP YOUR HAY

to

ALBERT MILLER & COMPANY

192 N. Clark Street, CHICAGO, ILL.

Largest Handlers of Hay in the Middle West

REFERENCES

{ First National Bank, Chicago
National City Bank, Chicago
National Produce Bank, Chicago

Would You Like to Add \$1,000^{.00} TO \$5,000^{.00} To Your 1916 Profits?

We have a very interesting, **profit-making** proposition for grain elevator men.

This is the year for you to enter the feed business. Farmers need better feed than their soft, soggy corn.

It does not even limit you to making \$5,000.00 additional profits in 1916.

When properly handled it is a bigger money-maker for you than your regular business. The percentage of profit is unusually attractive. The investment is very nominal. Your volume of profit is limited only by your diligence, enterprise and push.

We have dealers who make double and treble these amounts. Their opportunities are no better, if as good, as yours—their competition much greater. We want to tell you all about this money-making 1916 proposition we are offering dealers on

SCHUMACHER FEED

and, in fact, on all our Horse, Hog, Dairy, Cattle and Poultry Feeds. We know from actual experience, if you have never handled feeds, especially our brands—the fastest and largest sellers in the world) you will be surprised and gratified at the handsome trade you can quickly build up and the extra good profits you will make.

Just drop us a wire, or write us, asking for full information and let us show you how you can increase your 1916 profits 'way beyond your most sanguine expectations. Do this—before turning another page—the big feed selling season is on right now. Address

**The Quaker Oats Company,
Chicago, U.S.A.**

P. S.—Read this—just a word of actual proof.

The Quaker Oats Company, Chicago, Ills.

Gentlemen—After selling SCHUMACHER FEED for the past ten years, I feel that it is the most satisfactory feed that I can carry. I feel that I am doing the right thing to sell it for any kind of stock, and I don't feel very badly if I am out of most any other kind of feed for SCHUMACHER feed will fill the place.

Truly yours,

W. M. JONES

Fayetteville, N. Y.



THE HESS OUT DOOR GRAIN CONDITIONER

is attached to the outside of your mill or elevator. It will cool heating grain, sweeten musty or fermenting grain, cleanse and brighten dusty and dull grain, and improve the quality generally.

It operates by concentration of the wind upon the grain while it is stirred and moved by gravity. No heat, no fans nor other machinery are required, and it takes up no space in your elevator. We furnish it in various sizes to meet any requirements.

The complete equipment costs \$75.00 and upward according to length. It will repay its cost many times in a single season, in improvement of grain passed through it.

Hess Warming & Ventilating Co.

1210 Tacoma Bldg., CHICAGO

Makers of Hess Grain Driers,
Moisture Testers, Corn Grading
Sieves and Percentage Scales.



FIELD SEEDS

The Deposit Seed Company has opened up its new building located at Deposit, N. Y.

The Harvey Seed Company of Buffalo, N. Y., has arranged to construct a frame seed storage warehouse.

The Moers Seed Company of Houston, Texas, has moved to a new location one block distant from where it was formerly situated.

B. E. Miller Seed Company of Carlton, Texas, now operates the plant formerly under the control of the Miller Grain & Seed Company.

At a prize seed corn exhibit held at Marshall, Mo., not long ago, the prize bushel sold for \$25; the first 10 prize bushels for \$138.50.

The A. R. Nance Grain & Seed Company of Shelbyville, Tenn., has opened up a new house there and will deal in seeds of all kinds and grain.

On January 19, 20 and 21 the seed growers of Idaho held their state convention at Caldwell. A good program was offered and enjoyed by everyone present.

The business of the Adams Seed Company of Decorah, Iowa, has been moved into the Marsh Building. A new set of cleaning machinery has been installed.

The annual meeting of the North Dakota Improved Seed Growers' Association at Fargo, N. D., was held recently and the officers for the ensuing year were elected.

Interest in the Champaign Seed Company of Champaign, Ill., has been bought by J. C. Lawless of Carthage. He will assume active control in the company immediately.

At Athol, Idaho, a Seed Growers' Association has been formed with Fred Wright as president, J. A. Morton as vice-president and Chas. B. McCall as secretary and treasurer.

The Merchants' Exchange of St. Louis, Mo., has chosen for its Seed & Castor Committee for 1916: Adolph Corneli, chairman; J. P. Berger, A. J. Barnidge and R. N. Pommer.

Lukes, Shannon & Hickey have been incorporated at Oklahoma City, Okla., for the purpose of conducting a seed business. The company is capitalized with stock aggregating \$12,000.

A \$30,000 seed house is to be constructed at Helena, Mont., by the State Nursery. The house will be of brick and concrete construction and will be equipped with modern machinery.

The property of the Griswold Seed Company at Lincoln, Neb., has been disposed of for \$23,900. The seed company recently went bankrupt. The property was valued by appraisers at \$114,800.

W. L. Alton, B. T. Bull, L. E. Marrs, H. E. Bennett and E. L. Alton have incorporated the Alton Seed Company at Sidney, Ohio. The company is capitalized with stock aggregating \$15,000.

A Richardson Automatic Floor Portable Bagging Scale has been installed in the plant of the J. G. Peppard Seed Company of Kansas City, Mo., for use in their warehouse for bagging seeds, feeds, etc.

The Tucson Seed Company of Tucson, Ariz., has amended its articles of incorporation, changing the highest amount of indebtedness and liability to which the firm shall be subject from \$50,000 to \$30,000.

The Kirby Seed Company has been formed at Gaffney, S. C., capitalized with stock of \$10,000. A. B. Kirby is president and general manager, D. C. Ross is vice-president and Maynard Smith, secretary and treasurer.

The Philadelphia Seed Company, operating at Philadelphia, Pa., has increased its capital stock of \$25,000 to \$50,000, all of which is paid in. A. Neal is president and treasurer and J. C. Rupp is secretary of the company.

The first shipment of alfalfa seed ever made from Arizona to outside points was recently made by the Tucson Seed Company to Cincinnati, Ohio. The shipment was valued at \$4,500 and contained 30,000 pounds of the seed.

Business has been started by the C. E. Malone Seed Company in its new home at Atlantic, Iowa. Over 800 bushels of seed corn are on exhibit at the seedhouse, together with samples of clover, timothy, alfalfa and bluegrass seeds.

A small bean crop grown from seed supposed to be hundreds of years old has recently been harvested by R. L. Munson at Wetmore, Kan. Last spring Clarence Sullivan of Flagstaff, Ariz., sent his brother, J. R. Sullivan, a small leather bag of

the seeds stored away in one of the caves of the Cliff Dwellers. Mr. Munson was given two of the beans by Mr. Sullivan and planted them as an experiment. One of the seeds germinated and bore three large pods of extra sized beans.

Efforts are to be made for the organization of a pure seed growers' association at Stillwater, Okla., during the month of January. The organization will be made during the short annual winter course held for farmers.

The Perrysburg Grain & Seed Company has been formed at Perrysburg, Ohio, by Henry E. Limmer, Frank Eckel, Jr., George C. Emmerick, A. J. Whizler, William F. Brossia and William H. Moser. The capital stock of the concern aggregates \$25,000.

The quarters recently vacated by the Farmers' Union Agency Company of Winston-Salem, N. C., have been leased by the Riggins Feed & Seed Company. H. L. Riggins is owner and manager of the new concern, which will handle field and garden seeds and feed for live stock.

Incorporation papers have been filed for the Carolina Seed Company of Hamlet, N. C. The capital stock of the concern amounts to \$50,000, of which \$1,000 is subscribed. S. W. Clark, H. T. Prosser and W. R. Land are the organizers.

Efforts are to be made at the approaching session of the legislature of Kentucky to put through a seed law to protect buyers of field seeds from losses incurred through buying, in a highly competitive and unguarded market, seeds that are adulterated or without vitality.

At Atlantic, Iowa, the Nishna Valley Seed Company was incorporated. The stock of the concern aggregates \$10,000. The officers of the company are: President, D. W. Thayer of Shenandoah; vice-president, J. W. Cuykendall, Atlantic, and secretary-treasurer, F. E. Tharp, Shenandoah.

SEED TRADE-MARKS

The following new seed trade-marks were published by the U. S. Patent Office during the last month: "Frontier" timothy, clover, alsike, alfalfa, redtop, grass and clover seeds, lawn seed, lawn grass and pasture mixtures, seed corn, seed grain and field seeds of all kinds. Whitney-Eckstein Seed

FRONTIER
Ser. No. 89,562.
HERALD
Ser. No. 89,563.

Company, Buffalo, N. Y. Filed September 30, 1915. Serial No. 89,562. See cut.

"Herald" timothy, clover, alsike, alfalfa, redtop, grass and clover seeds, lawn seed, lawn grass and pasture mixtures, seed corn, seed grain and field seeds of all kinds. Whitney-Eckstein Seed Company, Buffalo, N. Y. Filed September 30, 1915. Serial No. 89,563. See cut.

COURT WILL SETTLE SEED SEPARATOR DISPUTE

During the past month a suit was filed by the Crabbs-Reynolds-Taylor Company of Crawfordsville, Ind., to restrain Shirl Herr and Homer Flanigan of the Crawfordsville Seed Company from selling or disposing of a machine for separating buckhorn from clover seed. It is alleged that Herr entered into a contract with the Crabbs-Reynolds-Taylor Company whereby he agreed to give the latter company a half interest in the machine in consideration of their furnishing the money for building an experimental machine and incidental expenses in procuring a patent.

It is also said that another contract was entered into by both parties on October 12, 1912, in which the defendant agreed to give the Crabbs-Reynolds-Taylor Company a half interest in all machines which he might invent during the coming year providing the latter made him superintendent of their plant at a salary of \$150 a month. The plaintiff says that they fulfilled their part of this latter contract and that on January 13 of the following year that another agreement was signed by which Herr agreed to allow the plaintiff the free use of his machine for the separating of buckhorn from clover seed in their plant. In this agreement Herr was to receive the profits from the sale of the machine to one other company agreed upon by the plaintiff but

that any sale after that both parties were to share equally in the profits.

Shortly after this Herr entered into a partnership with Homer Flanigan of the Crawfordsville Seed Company and sold part interest in the separating machine.

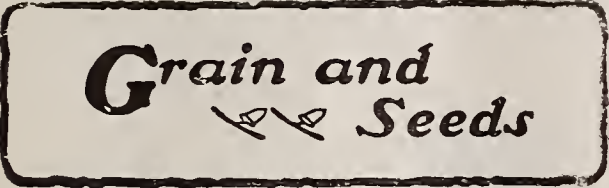
The Crabbs-Reynolds-Taylor Company declare that the defendants have placed their separating machines in the warehouse of the Albert Dickinson Company of Chicago and that they are now negotiating with that company for the sale of these machines. The present suit is the outcome.

UNIQUE IDEA IN SEED CATALOG

The "American Grain Trade" has just received the spring catalog of the C. S. Brent Seed Company, Lexington, Ky., a booklet that is attractively arranged, well classified and up to date in every particular. The company, moreover, spares two pages in the center of its catalog for boosting its home city. A double-page illustration shows the center of Lexington on a busy day and directly underneath is the following enthusiastic statement:

If dissatisfied, come to Lexington, the best known city of its size in the country because it is the best city. The traveling man says, "Lexington never looked dull." It never does. It's one city business depression misses. There is something doing in Lexington in business and amusements all the time. With its fine wholesale and retail establishments, the largest loose leaf tobacco market in the world, the center of the horse industry and educational facilities second to none, Lexington is a live city, one that Kentucky is proud of. If dissatisfied, remember, come to Lexington.

So far as we know this is an original idea in connection with seed catalogs or for that matter with any kind of catalogs. Although the Brent Company probably had no idea of receiving any benefit from this boost but were actuated by the sole desire of helping to spread the fame of the city, nevertheless it has reacted very favorably to the company. A great deal of valuable publicity has been already received. The daily newspapers of Lexington devoted considerable space to the praiseworthy spirit displayed by the company in boosting the city and incidentally mentioned the catalog itself. Local sentiment is always a valuable factor in any business and the Brent Company seem to have hit the right note.



WANTED

Corn Bran. P. L. ZIMMERMANN CO., St. Louis, Mo.

FOR SALE

Sunflower Seed. Car lots and less. EBERTS GRAIN CO., Nabb, Ind.

FOR SALE

Choice Wisconsin and Minnesota grown Clover and Timothy. Write for samples and prices. G. H. KRUMDICK CO., Winona, Minn.

FOR SALE

For White Blossom Sweet Clover Seed, scarified for full, quick, germination, write YOUNG-RANDOLPH SEED CO., Owosso, Mich.

FOR SALE

Sudan grass seed, recleaned 1915 crop, high germination test. Write for prices and samples. BARKE-MEYER GRAIN & SEED CO., Great Falls, Mont.

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

GRAIN FOR SALE

Wanted, buyers of white, hard and red milling wheat to advise their wants. We can supply you. FARMERS' GRAIN CO., Railway Exchange, Denver, Colo.

FOR SALE

Good seed corn at reasonable prices. High germinating, 1914 crop; dry, well-cured seed corn for immediate delivery, car lots or less. Write today for samples. DAKOTA IMPROVED SEED CO., 142 Main St., Mitchell, S. D.

SEEDS

SEEDS WANTED

Mammoth Clover Seed, true to name. W. G. TRUMPLER, Tiffin, Ohio.

SEEDS FOR SALE

For Kaffir Corn, Feterita, Cane of all kinds, Millet, Turkey Wheat, Milo, Sudan Grass. Write W. J. MADDEN, Hays, Kan.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, 110g Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

THE WHITE GRAIN CO.

Buyers and Shippers of Carload Lots
Wheat, Oats, Maize, Kaffir, Feterita, Millet, Cane Seed, Ear and Buck Corn, Alfalfa, Bermuda and Prairie Hay.

When you have anything to sell, write or wire us.
If you want to buy do likewise.
Connection at every Station in the Panhandle.
AMARILLO, TEXAS LUFKIN, TEXAS

CLOVER FACES DEMAND

Stocks accumulate in Fall and Winter. Early Spring brings demand. Shipments heaviest in February and March. Keep in touch. Toledo is Clover seed center. Our service is complete. Ask for our Saturday special, with market review.

SOUTHWORTH & CO.
901-903 Second National Bank Bldg., TOLEDO, OHIO

THE ILLINOIS SEED CO.

CHICAGO, ILL.
We Buy and Sell
FIELD SEEDS
Ask for Prices. Mail Samples for Bids.

WE BUY AND SELL
Seeds
Write Us Your Needs
SCHISLER-CORNELI SEED CO.
St. Louis, Mo.

**NEW CROP RED CLOVER
DWARF E RAPE**
WHOLESALE ONLY
JUST ARRIVED FROM EUROPE
ASK FOR PRICES
I. L. RADWANER, - New York City

Write for our attractive prices on
NEW CROP RED CLOVER
WM. G. SCARLETT & CO.,
729-735 E. Pratt St., BALTIMORE

WE are IMPORTERS
RED CLOVER
Write for samples and prices.
JOHN J. BUFFINGTON & CO.
BALTIMORE, MD.

N. L. WILLETT SEED CO.
Augusta, Ga.
Dealers in All Southern Seeds
Especially in
Cotton Planting Seeds, Cow Pea Seeds, Soy Beans
Velvet Beans, Peanuts and Corn Seeds.

RUDY-PATRICK SEED COMPANY
N. E. Cor. Ninth and Santa Fe Sts. KANSAS CITY, MO.
ALFALFA, MILLET AND CANE
We will be pleased to submit samples and prices upon application.

SEEDS Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The **ALBERT DICKINSON** COMPANY
GRASS SEEDS FIELD
To Meet Demands Of
PURE SEED LAWS
Chicago Minneapolis

HULL-LESS OATS

Hull-less oats came into considerable prominence the past season owing to litigation over the division of a seed crop. The Farm Crops Division of the Washington State College, recognizing the general interest in these oats, recently issued the following statement:

Hull-less oats have the peculiar characteristic of shelling out free from the hull when threshed. They have never been extensively grown in the Northwest and their value is not generally known. In determining their worth it should be understood that their feeding value is somewhat greater than ordinary oats, as the ordinary varieties may have as much as 30 per cent hull. However, to furnish an amount of food substance per acre equivalent to other varieties they should produce a yield of 70 per cent by weight of the varieties commonly grown.

The Washington Experiment Station obtained a small quantity of hull-less oats from the United States Department of Agriculture in 1904. These and other hull-less varieties have been tested with the ordinary ones, which have hulls on, for the past several years. The average yield for a two years' test in the grain nursery shows that Chinese hull-less oats, one of the most common varieties, produce 43 per cent of the yield of Swedish Select oats. An improved hull-less oat, which was produced at the Washington Experiment Station by crossing the Chinese hull-less on the Palouse Wonder oat, produced 72 per cent of the yield produced by Swedish Select during the same two years.

The best hull-less oats under field conditions produced only 53 per cent of the yield of Swedish Select. Besides producing a low yield, most of the hull-less varieties have a tendency to shatter badly, and are often susceptible to smut, thus further reducing the yield of the harvested crop. Attempts are being made to improve these hull-less varieties by crossing them on some of the better yielding varieties. Until hull-less oats are further improved they would hardly seem important.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

BUSINESS OPPORTUNITY

Grain elevator, seed warehouse and feed mill corporation wants purchasing agent and secretary. Two thousand capital required. AUDITOR, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

FOR RENT—TWO GRAIN ELEVATORS

Combined capacity 40,000 bushels. Electric power and lights; Halstead Attrition Feed Grinder. Good size flour house in connection, also farm machinery business and garage to rent. Ask for more information. J. N. BASSETT, Lena, Wis.

FOR SALE

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

A BARGAIN IF SOLD BETWEEN NOW AND MARCH 15

Elevator for sale in good location on E. 4th St., Mansfield, Ohio, about five blocks from public square on brick street; on Pennsylvania R. R.; city and interurban cars pass. Has 10 large storage bins; 60 bushel per hour feed mill, almost new; electric motor power, also gas engine; electric lights all over building; 60-foot frontage, 180 feet deep; coal bins; large hay and straw storage. Excellent retail and wholesale trade on flour, feed and coal. An excellent proposition for one wanting to engage in business of this kind. J. M. SMITH, Bucyrus, Ohio.

KANSAS ELEVATOR FOR SALE

Only elevator at good grain station. J. JACOBSON, Formoso, Kan.

WILL RENT OR PURCHASE BEAN ELEVATOR

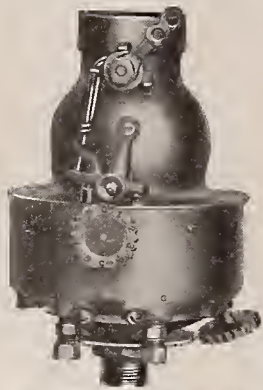
Must be in best bean section of Michigan. Give full information as to size and equipment and quantity of beans shipped from territory in past five years. BEAN ELEVATOR, care The Canner, Box 2, care "American Elevator and Grain Trade," Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.



The LINGA VAPORIZER
Model "K"

An efficient, simple and inexpensive carburetor
for KEROSENE or DISTILLATE.

CUTS THE FUEL COST TO ONE HALF.

THE LINGA COMPANY, Winthrop Harbor, Ill.

MACHINERY

FOR SALE—OIL ENGINES

60-h.p. Fairbanks-Morse.
40-h.p. Fairbanks-Morse.
15-h.p. International, with clutch pulleys, new engine.

Half price to move quickly. A. H. M'DONALD, The Gas Engine King, 549 W. Monroe St., Chicago, Ill.

BAGS

FOR SALE

5,400 second-hand cotton grain bags at 11 cents each, f. o. b. St. Louis; any quantity. FOELL & CO., 123 Market St., St. Louis, Mo.

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special Attention

Phone
Harrison 7228

Orders in Futures
carefully executed

THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF

FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and
Metal Roofing
For Grain Elevators

And take contracts either for material alone or job completed.
Write us for prices. We can save you money.

Money Saving Ideas

for the

Grain Elevator

are embodied in the "Book of Wrinkles." Over 170 ingenious though simple suggestions for mechanical improvements in grain elevators and mills make this book the most valuable of its kind ever published.

Sent postpaid to any
address for \$1.00

MITCHELL BROS. PUB. CO.

431 South Dearborn Street
CHICAGO, ILL.

SEE THAT YOUR CONTRACT CALLS FOR

THE CUTLER MEAL DRYER

SOLD BY ALL MILL FURNISHERS



Not
An
Experiment

All Metal Steam Dryer.

IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY,
BREWERS' GRITS AND MEAL,
AND ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

THE CUTLER CO., North Wilbraham, Mass.

CATALOG ON REQUEST

FIRES—CASUALTIES

Slight damage was done to the Farmers' Co-operative Elevator at Sarles, N. D.

The Kell Milling Company of Vernon, Texas, lost its elevator by fire on January 26.

Fire did slight damage to the feed store of Jere Webster, Jr., located at Ogontz, Pa.

W. J. Meek's feed store located at Fall River, Mass., was slightly damaged by fire.

A hot journal box caused a small fire in the Cleveland elevator situated at Champaign, Ill.

Fire damaged the feed store of C. W. Carlson at Minneapolis, Minn., with losses of \$1,500.

Fire slightly damaged the feed store at Freeport, Minn., owned and conducted by Ralph E. Bailey.

A fire loss of \$10,000 was sustained by the concern Stein Hay & Grain Company of St. Louis, Mo.

Fire consumed the elevator plant belonging to the farmers in the vicinity of Lamberton, Minn. The building was valued at \$8,000.

Losses of \$6,000 were sustained by the Durant Grain Elevator Company by fire which consumed its plant located at Durant, Okla.

Severe losses were sustained by the A. J. Poor Grain Company when its elevator located at Kansas City, Mo., burned on January 23.

The elevator, feed mill and storage warehouse of E. A. Bagg at Conewango Valley, N. Y., burned on January 14. Loss is placed at \$30,000.

The Farmers' Elevator Company's plant at Lamberton, Minn., was burned on January 20. The fire is said to have originated in the office.

While emptying a bin of oats at the elevator plant of the Sacharite Grain Company at Assumption, Ill., George Abrands, an employe, was injured.

The office of the Neola Elevator Company at Byron, Ill., was robbed on January 22, but nothing of great value was obtained by the pilferers.

The elevator and warehouse of the Medina Farmers' Exchange at Medina, Ohio, has been totally destroyed by fire with losses aggregating \$25,000.

Serious injuries were sustained by Elmer Farrell, an employe of the elevator of R. B. Andrews & Co., at Walker, Ill., when he was caught in the belt.

Fire, caused by an overheated stove, burned the granary on the Jess Lowe farm at Beardstown, Ill., consumed with it 400 bushels of choice corn seed.

On January 19 the Farmers' Equity Elevator, located at Haynes, N. D., was consumed by fire. The elevator contained at the time of the conflagration

about 5,000 bushels of grain and this will be an entire loss.

The plant of the Rush Park Seed Company at Waco, Texas, was damaged by fire to the extent of \$18,000, all of which was fully covered by insurance.

The feed store at Chariton, Iowa, burned, together with another department store. The combined losses were \$4,500. The loss is partially covered by the insurance.

Damages of \$500 were done to the elevator plant of the Star Elevator Company at Werner, N. D., when the lamp in the office exploded and caused a small blaze.

On January 18 T. H. Ballantyne was seriously injured while working in the elevator plant at Pearl, Kan. He was oiling the machinery when he slipped and fell 14 feet.

A total loss to elevator and its contents of the Farmers' Grain & Supply Company of Hanston, Kan., was suffered on January 27, 1916. The cause of the blaze is unknown.

Fire burned the 2-story warehouse of the Kansas City (Mo.) Seed & Grain Company adjoining its elevator. The cause of the fire was unknown. The building is to be rebuilt.

The elevator located at Huxley, Alta., owned by the United Farmers' Association burned together with 25,000 bushels of grain. The entire loss was covered with the insurance.

Fire destroyed the grain elevator and storage building of the Wysox Produce Company at Wysox, Pa., together with a large amount of hay, grain, straw, etc. The loss is estimated at \$15,000.

One of the elevators of the Farmers' Company at Astoria, mail Hendricks, Minn., was destroyed by fire. About 10,000 bushels of oats and barley were in the plant at time of fire and all were consumed.

The elevator plant of the Theophilus Bros. at Iroquois, S. D., burned, the fire originating from an overheated stove in the office. One box car and a freight car were also consumed.

The Dobbs Grain Company's elevator located at Beatrice, Neb., burned with an aggregate loss of \$7,000. Two thousand bushels of wheat and 1,000 bushels of oats were consumed by the flames.

The elevator of the Farmers' Union Elevator at Bird Island, Minn., was completely burned, together with several bushels of grain which were stored in the plant. The fire started in the office and might

have been checked had the plant been equipped with sufficient fire protection appliances. The plant most likely will not be rebuilt.

The office of the Benson Grain Company at Currie, Minn., was seriously burned not long ago. The books and valuable papers of the company were saved and it is probable that the company will build a new office.

Fire burned the 30,000-bushel elevator of the Eagle Roller Mill Company at Athol, N. D., during the latter part of January. The elevator contained approximately 5,000 bushels of grain and the loss is estimated at \$4,200.

On February 1, the elevator of Jameson & Hevener of St. Paul, Minn., located at Glover Station, near Hudson, Wis., on the Hudson-Ellsworth branch of the Omaha Railway, burned, together with some 2,000 bushels of grain.

The elevator of Philip Horn Company, located at Monroeville, Ohio, was burned not long ago with losses in excess of \$25,000. The elevator contained 12,000 bushels of grain, all of which was consumed. The plant is to be rebuilt.

The entire elevator of the T. B. Hord Grain Company, located at Monroe, Neb., was completely consumed by fire late in January. The building was new and cost in the neighborhood of \$20,000. About 7,000 bushels of grain were consumed.

Fire destroyed the elevator of S. M. Sorenson at Trent, S. D., on January 28. The plant contained 8,000 bushels of grain when the fire was discovered and this was consumed. The loss is estimated at \$12,000, partially covered by insurance.

John L. Dinger Milling Company's elevator and mill at Summerville, Pa., burned not long ago. The loss was estimated at \$20,000 with insurance of \$10,200. The building contained 5,000 bushels of wheat, 5,000 bushels of buckwheat at the time of the fire.

Severe losses were sustained by the Montelius Grain Company of Piper City, Ill., when it was found that 40,000 bushels of oats stored in one of its elevators were found to be spoiled. The losses are estimated at \$16,000. The oats were damp when delivered.

The plant of the Farmers' Independent Elevator Company at Streeter, N. D., was burned during the later part of January with losses aggregating \$35,000. The elevator was owned by Fred and George Wentz, Mat Seher and Theo. Graf. The building at the time of the fire contained 30,000 bushels of grain, all of which was lost.

One elevator of the E. B. Chenworth Grain Company located at Dallas, Texas, was visited by a destructive fire on January 15. The stock of grain and feedstuff, valued at between \$26,000 and \$27,000 was practically a total loss. The entire stock was insured for \$2,000. The building which was owned by the Y. W. Young estate and was valued at \$3,000, was of corrugated iron construction, so it was not entirely consumed but badly damaged. The origin of the conflagration was unknown.

PRODUCE EXCHANGE	✕	TOLEDO	✕	GRAIN RECEIVERS
---------------------	---	--------	---	--------------------

OUR BOY SOLOMON
Talks for
C. A. King & Co.
READ THEIR SPECIAL
MARKET REPORTS
Be Friendly Write Occasionally

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO
We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade

THE YOUNG GRAIN COMPANY
TOLEDO, OHIO
GRAIN AND SEEDS
Consignments—Futures
Let us demonstrate our service

"SEND IT TO ZAHM"
THAT Consignment of Wheat, Oats, Corn or Seed.
THAT Order for Futures—Toledo or Chicago.
TOLEDO is the real market for Red Clover,
Alsike and Timothy futures.
J. F. ZAHM & CO.
TOLEDO (Here since 1879) OHIO
ASK FOR OUR DAILY RED LETTER—FREE

Books for Grain Men
The following standard works will be sent upon receipt of prices shown:
The Book of Alfalfa.—History, cultivation and merits. 336 pages. Illustrated. Bound in cloth. Price...\$2.00
The Book of Corn.—An authoritative work on the culture, marketing and use of corn in America and elsewhere. Compiled by Herbert Myrick. 368 pages. Profusely illustrated and bound in cloth. Price.....\$1.50
Shafting, Pulleys and Belting.—By Hubert E. Collins. An invaluable work for grain elevators or any other place where machinery is installed. Illustrated. Bound in cloth. Price.....\$1.00
MITCHELL BROTHERS PUBLISHING CO.
431 S. DEARBORN ST. CHICAGO, ILL.

PRODUCE
EXCHANGE

NEW YORK

GRAIN
RECEIVERS

Kensch & Schwartz Co.
Incorporated

CONSIGNMENTS AND
C.I.F. OFFERS SOLICITED
WHEAT—CORN—OATS—MILL FEEDS
PRODUCE EXCHANGE, NEW YORK

BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN
COMMISSION MERCHANTS
ON ALL MARKETS IN NEW YORK HARBOR
Office: Borough of Brooklyn, New York

L. W. FORBELL & CO.

Commission Merchants
342 Produce Exchange NEW YORK
Try us with consignments of oats and corn.
We are Specialists in these grains and
are strictly Commission Merchants.

BOARD
OF
TRADE

KANSAS CITY

GRAIN
RECEIVERS

E. E. ROAHEN GRAIN CO.

Top Notch Service *Both Markets*
WICHITA, KAN. KANSAS CITY, MO.



Peirson-Lathrop Grain Co.

GRAIN COMMISSION
MERCHANTS AND SHIPPERS
501-502 Board of Trade Bldg., Kansas City, Mo.
MEMBERS
Kansas City Board of Trade. Chicago Board of Trade.
St. Louis Merchants' Exchange. Grain Dealers Nat'l Ass'n.

WESTERN GRAIN COMPANY

BUYERS AND SHIPPERS

Wheat, Corn, Oats, Barley, Kaffir Corn, Milo, Mill Feed
Straight and Mixed Cars, Sacked or Bulk

Gibraltar Building, Kansas City, Mo.

Members—Kansas City Board of Trade, St. Louis Merchants' Exchange, Grain Dealers' National Association

SECOND EDITION

OF

JAMES McALPINE & COMPANY'S

CABLE CODE

NOW READY

331 Pages—Bound in One-Half Leather, Cloth Sides

Price \$8.00

EXPRESS CHARGES PREPAID

Mitchell Brothers Publishing Co.

431 S. Dearborn St.

CHICAGO

BOARD
OF
TRADE

DULUTH

GRAIN
RECEIVERS

WHITE GRAIN CO.

SHIPPERS

FANCY OATS
OFF-GRADE WHEAT
SCREENINGS

MILLING WHEAT
BARLEY
MILL OATS

DULUTH

Write for Samples and Quotations

Randall, Gee & Mitchell Co.

OATS BARLEY CHICKEN FEED
WHEAT SHIPPERS

Write for Samples and Prices

Duluth,

Minnesota

**MERCHANTS'
EXCHANGE**

ST. LOUIS

**GRAIN
RECEIVERS**

Nanson Commission Co.
(INCORPORATED)

GRAIN AND HAY

202 Chamber of Commerce

Write Us for Full
Information on
St. Louis Markets

ST. LOUIS

Consignments a
Specialty

CONSIGN YOUR HAY TO

**HENRY W. MACK
COMMISSION MERCHANT**

44 GAY BUILDING
ST. LOUIS

† EXCLUSIVE HAY HOUSE. † Handled Hay in St. Louis
Market over 20 years. † Will make liberal advances on ship-
ments. † Quick sales and prompt returns guaranteed.

ESTABLISHED 1877

**LANGENBERG BROS.
GRAIN CO.**

ST. LOUIS

NEW ORLEANS

**"THE CONSIGNMENT HOUSE
OF ST. LOUIS"**

GRAIN, HAY & GRASS SEEDS

Picker & Beardsley Com. Co.

118 NORTH MAIN STREET.

ROPP'S CALCULATOR—Invaluable for Grain Deal-
ers. Tables show at a
glance the value of wheat, corn, rye, oats, barley, seeds, etc.,
at all market prices per bushel. Trade discounts, stock
tables, capacity tables, short-cut arithmetic. Solves all grain
problems with lightning rapidity. Price \$1.25.

Marshall Hall, President

M-W

L. Waggoner, Vice-President

MARSHALL HALL-WAGGONER GRAIN CO.

Grain on Commission—Track Bidders—Exporters

Ask for Our Track Bids.

You Will Find Them Attractive.

206 Merchants Exchange, St. Louis Mo.

MEMBERS {St. Louis Merchants Exchange
Chicago Board of Trade

New York Produce Exchange
Wichita Board of Trade

Ship Your Hay, Grain and Seeds to

MARTIN MULLALLY COMMISSION COMPANY

We make a Specialty of Track and Sample Sales.

Handle on Consignment Only. Careful execution of orders for futures.

Nos. 405 and 406 Chamber of Commerce

ST. LOUIS, MO

Toberman, Mackey & Company

Fastest Growing Commission House in America.

Can handle your Consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

GOFFE & CARKENER CO.

RECEIVERS

GRAIN, HAY AND SEEDS

106-107 Merchants Exchange

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, JR.
K. C., Mo., Office, 101-102 Board of Trade

YOU

Can keep in touch with
the news and reports of
the Grain and Elevator
world by reading the "American
Grain Trade."

SUBSCRIBE NOW—\$1.00 A YEAR.

John Schultz, Pres.

Trave Elmore, Vice Pres. and Mgr.

M. C. Bailey, Mgr. Cash Grain Dept.

Elmore-Schultz Grain Co.

For your CONSIGNMENTS

433 Pierce Building

St. Louis, Mo.

**CHAMBER
OF
COMMERCE**

MILWAUKEE

**GRAIN
RECEIVERS**

Fagg & Taylor

SHIPPERS OF GRAIN

Chamber of Commerce,

Milwaukee, Wis.

O. MOHR, Mgr.

G. C. HOLSTEIN, Sec'y-Treas.

Mohr-Holstein Commission Co.

29 Chamber of Commerce

MILWAUKEE

Sample Grain a Specialty

BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

FORM your connections with a house that
for years has furnished first aid to money
making. Become a prosperous dealer by
shipping to

W. M. BELL & CO.

MILWAUKEE

::

WISCONSIN

E. A. ARMSTRONG, Western Representative

COMBINATION

PRICE FOR
"AMERICAN MILLER"
"AMERICAN GRAIN TRADE"

\$2.50

SEND IN YOUR SUBSCRIPTION NOW

**BOARD
OF
TRADE**


CHICAGO


**GRAIN
RECEIVERS**

"It's the Service"
NASH-WRIGHT GRAIN CO.
COMMISSION MERCHANTS
Grain, Seeds and Provisions
Consignments and orders for futures solicited
717-720 Postal Telegraph Bldg., Chicago

Gerstenberg & Company
COMMISSION MERCHANTS
Grain Seeds and Mill Feed
Barley a Specialty
305-315 So. La Salle St., CHICAGO, ILL.

J. P. GRIFFIN & COMPANY
Grain Commission
79 BOARD OF TRADE
Long Distance Telephone
Harrison 5693
CHICAGO

RUMSEY & COMPANY
FOUNDED 1867
COMMISSION MERCHANTS
BOARD OF TRADE
CHICAGO

E. Lowitz J. F. Barrett
SAM FINNEY
Manager Cash Grain Department
E. LOWITZ
Grain Commission
Board of Trade, Chicago
MEMBERS: Chicago Board of Trade, Milwaukee and Minneapolis
Chamber of Commerce, St. Louis Merchants Exchange, Kansas
City Board of Trade, Winnipeg Grain Exchange.

Hulburt, Warren & Chandler
Stock Brokers and Commission
Merchants, Grain and Provisions
Business solicited in any department
Receiving, Shipping, Futures
208 S. La Salle St., **CHICAGO**

LOGAN & BRYAN
desire to direct attention to their
Cash Grain Department

Room 1 Board of Trade
CHICAGO

We are well equipped to give best
attention to all kinds of grain and
seeds and we solicit your consignments
and offerings to arrive.

WHEAT, CORN, OATS AND RYE
Barley a Specialty

SEED OATS
will prove a scarce article this year, in fact all
seed grains will be hard to obtain. We have some
fancy re-cleaned White Oats, which in our judgment,
may be used for seed. Samples may be had for the
asking. Embrace the opportunity and supply your
needs early.
ROSENBAUM BROS., 77 Board of Trade Bldg., Chicago, Ill.

HENRY H. FREEMAN & CO.
Hay, Straw and Grain
COMMISSION MERCHANTS
Correspondence and Consignments Solicited.
Market Reports on Application.
66 Board of Trade CHICAGO, ILL.

W. A. LAMSON H. H. LOBDELL
L. F. GATES

LAMSON BROS. & CO.

Grain
1874 Commission 1915
Merchants

Forty-one Years of Service in the Grain Trade
HOME OFFICE
6 Board of Trade **CHICAGO**

SERVICE FIRST
CLEMENT, CURTIS & CO.

Commission Merchants

211 So. LaSalle St., The Rookery

CHICAGO

Our Cash Grain Department is thoroughly organized; efficiently
managed. Best of attention; Regard for shippers interests;
Prompt service.

Our Crop Reporting Service is the most accurate in the country.
Our Monthly Crop Review is a Trade Authority.

Consignments Solicited

Correspondence Invited

J. Herbert Ware Edward F. Leland
CONSIGN
your Grain and Seeds, and send your
orders for
GRAIN, PROVISIONS and STOCKS to
WARE & LELAND
190 W. JACKSON BOULEVARD
Royal Insurance Bldg.
CHICAGO
Long Distance Phones:
Wabash 3262 Automatic 51073
Your Interests Are Our Interests

UNIVERSAL GRAIN CODE

(AND MILL FEED SUPPLEMENT)

Compiled for use of

GRAIN AND MILLING TRADES

of the United States and Canada

SEND FOR A COPY NOW. PRICE \$3.00.

Mitchell Brothers Publishing Co., 431 South Dearborn St., Chicago, Ill.

BOARD
OF
TRADE

CHICAGO

GRAIN
RECEIVERS**HITCH & CARDER**

Members Chicago Board of Trade

CASH GRAIN OUR SPECIALTY

605 Insurance Exchange Bldg.,

Tel. Wabash 6584

CHICAGO**J. C. SHAFFER & CO.****GRAIN MERCHANTS****CHICAGO**WM. SIMONS,
Pres. and Treas.WARREN T. McCRAY,
Vice-Pres.319 POSTAL TEL. BLDG.
SAWERS GRAIN CO.
CHICAGO
TELEPHONE, HARRISON 1504GEO. L. STEBBINS,
Sec'yRepresentatives { W. A. Werner, Edgar E. Rice
Earl M. Davis, John M. DeBolt**CONSIGNMENTS**SALES TO ARRIVE FUTURE ORDERS
ALL RECEIVE PERSONAL and CAREFUL ATTENTION
when handled by**M. L. VEHON & CO.**

GRAIN COMMISSION MERCHANTS

762 Insurance Exchange Bldg., **CHICAGO**Phones: { Wabash 1928 Wire or Telephone for Bids
Automatic 54-641 on New Corn**We Buy**

Wheat—Corn—Oats—Barley—Rye

Send Samples

The Quaker Oats Co.

Cereal Millers

Grain Dept. 1600 Railway Exchange
CHICAGO

GEO. S. DOLE, Pres.

H. N. SAGER, Sec.

J. H. DOLE & CO.

(Established 1852)

Commission Merchants, Grain and Seeds

We solicit your

CONSIGNMENTS

and orders in futures

226 La Salle Street, - -

CHICAGO

PHILIP H. SCHIFFLIN, Pres.

EUGENE SCHIFFLIN, Secy-Treas.

PHILIP H. SCHIFFLIN & CO.

Incorporated

Commission Merchants

515-518 Postal Telegraph Bldg., Chicago, Ill.

Consignments of all kinds of Grain and Field Seeds a Specialty.

W. H. MERRITT CO.**GRAIN**

BUYERS and SHIPPERS

87 Board of Trade,

CHICAGO**E. W. BAILEY & CO.**

Commission Merchants

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade

CHICAGO**J. Rosenbaum Grain Co.**

(INCORPORATED)

GRAIN MERCHANTS

Chicago

Ft. Worth

Terminal Elevators

KANSAS CITY, MO.

H. M. PAYNTER

With H. W. ROGERS & BRO.

Grain Commission — Correspondence Solicited

522 Western Union Bldg.,

CHICAGO**Bartlett Frazier Co.**

GRAIN

COMMISSION MERCHANTS

Western Union Building,

Chicago

J. A. Edwards

Established 1875

Kenneth P. Edwards

J. A. EDWARDS & CO.

Grain and Provisions

Consignments Solicited

333-334 Postal Telegraph Bldg., **CHICAGO** Long Distance Telephone Wabash 3820

Members of Chicago Board of Trade, Grain Dealers Nat'l Ass'n, Illinois Grain Dealers Ass'n.

RECEIVING COMMISSION MERCHANTS**POPE & ECKHARDT COMPANY**

GRAIN and SEEDS

111 West Jackson Street - -

CHICAGO

JOHN H. ASHUM CHAS. B. SLADE LOUIS O. BASTING

Chicago is a Good Market

for all kinds of grain

But?Top Prices and Quick Returns
can only be assured by a firm
with long experience and wide
connections. Therefore, on that
next car try**ASHUM, SLADE & BASTING**

108 S. LaSalle St.

CHICAGO**ARMOUR GRAIN CO.****GRAIN DEALERS**CONSIGNMENTS SOLICITED. This de-
partment is fully equipped in every way
to give the very best service in Chicago.**208 S. La Salle St.****CHICAGO****A Splendid
Combination****The "American Miller"**Oldest and most popular milling
journal in the United States—
Regular Price, \$2.00 per year.**The "American Grain**Trade" Oldest and most
readable grain journal—Regular
Price, \$1.00 per year.Both sent
to one ad-
dress for
one year for**\$2.50****Less Than a Cent a Day**Every progressive grain man in the country
should avail himself of the opportunity here
offered to keep in touch with all that is new
and of interest in both the milling and grain
fields.**Mitchell Bros. Publishing Co.**

[431 S. Dearborn St., Chicago, Ill.]

BOARD
OF
TRADE

PEORIA

GRAIN
RECEIVERS

T. A. Grier

W. T. Cornelison

T. A. GRIER & CO.

Grain Commission
Merchants and Shippers

Get best possible results by careful and personal attention
given to all consignments.

Board of Trade

Peoria, Ill.

P. B. & C. C. MILES

Established 1875

Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission
Our Specialty

LOUIS MUELLER

L. L. GRUSS

MUELLER GRAIN CO.

RECEIVERS and SHIPPERS

GRAIN

We Solicit Your Consignments of Grain
ROOM 39 CHAMBER OF COMMERCE
PEORIA, ILLINOIS

RUMSEY, MOORE & CO.

GRAIN COMMISSION

Board of Trade Bldg. PEORIA, ILL.

A. G. TYNG, Jr.

D. D. HALL

TYNG, HALL & CO.

Grain and Commission
Merchants

Rooms 33 and 35 Chamber of Commerce
PEORIA, ILLINOIS

C. W. Buckley.

Thos. J. Pursley

Buckley, Pursley & Co.

COMMISSION MERCHANTS

GRAIN, HAY AND SEEDS

PEORIA, ILL.

References { First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

CORN
EXCHANGE

BUFFALO

GRAIN
RECEIVERS

Urmston Grain Company

BUFFALO, N. Y. :: INDIANAPOLIS, IND.

Specializing on Consignments
of Grain to Buffalo

For cash offers enroute or track wire
Tipton, Ind.

L. S. CHURCHILL, President
G. W. BARTLETT, Treasurer

The Churchill Grain & Seed Co.

Commission Orders Executed. Grain and Seed Bought and Sold
Offices: Buffalo, N. Y. Members
Toledo, Ohio New York Produce Exchange
Seed Warehouse: Toledo Produce Exchange
Located at Toledo, Ohio Buffalo Corn Exchange

L. E. HARMON, Pres.

GEO. F. BOOTH, Sec. and Treas.

BUFFALO CEREAL COMPANY
CEREAL MILLERS

Buyers of White Corn, Yellow Corn
and White Oats.

BUFFALO, N. Y.

GRAIN
&
HAY
EXCHANGE

PITTSBURGH

GRAIN
RECEIVERS

1872

1915

D. G. STEWART
Grain—Hay

1019 Liberty St., PITTSBURGH, PA.

Proprietor Iron City Elevator, on Pennsylvania Ry.
Capacity 150,000 bushels. We solicit your business
for this market. Purchase or commission.

ESTABLISHED 1878

C. A. FOSTER CO.
FEED-GRAIN-HAY

CONSIGNMENTS SOLICITED
Or Will Buy Outright

701 Wabash Bldg., Pittsburgh, Pa.

Established 1879

J. W. SMITH & COMPANY
Pittsburgh, Pa.

Offer the very best facilities for the market-
ing of corn and oats. Elevator equipped
with large Ellis Drier; located on Pennsyl-
vania Lines.

Our
Special
Service
Satisfies
Shippers

W.F. HECK & CO.

Car lot buyers and
shippers of

GRAIN, HAY, STRAW, MILL FEED

Try Us For Pittsburgh Market.

705 Wabash Building

Samuel Walton Co.

HAY GRAIN MILL FEED
Split Cars Corn and Oats a Specialty

CAR LOADS ONLY

No. 8 Wood Street,

Pittsburgh, Pa.

SHIP YOUR

CORN, OATS, FEED, HAY

to

GEIDEL & LEUBIN

Our local and interior demand works for good prices

PITTSBURGH

PA.

UNIVERSAL GRAIN CODE

FOR USE OF

GRAIN and MILLING TRADES

MITCHELL BROS. PUBLISHING CO.,

Its 146 pages Contain 13,745 Expressions, Printed on
Policy-Bond Paper, and Bound in Black
Flexible Leather—Size 7x4 $\frac{3}{8}$ inches. Price \$3.00

431 S. Dearborn Street, CHICAGO, ILL.

CHAMBER
OF
COMMERCE

MINNEAPOLIS

GRAIN
RECEIVERS

ABBEEY GRAIN COMPANY DULUTH — MINNEAPOLIS
RECEIVERS AND SHIPPERS

The Scroggins-McLean Co.

RECEIVERS AND SHIPPERS

Minneapolis and Duluth

J. L. McCaull, President R. A. Dinsmore, Vice President
S. J. McCaull, Secretary A. M. Dinsmore, Treasurer

The McCaull - Dinsmore Co.
COMMISSION MERCHANTS

915-16-17 CHAMBER OF COMMERCE
MINNEAPOLIS, MINN.
DULUTH MILWAUKEE OMAHA

Gould Grain Co.
BARLEY

600 Flour Exchange, MINNEAPOLIS, MINN.

BOARD
OF
TRADE

DETROIT

GRAIN
RECEIVERS

Dumont, Roberts & Co.

GRAIN MERCHANTS

Try our Service on Consignments of your
WHEAT - CORN - OATS
301-2 Chamber of Commerce, DETROIT, MICH.

SWIFT GRAIN CO.

Receivers and Shippers
DETROIT MICHIGAN

Members { Detroit Board of Trade
Chicago Board of Trade

A Card Ad

in the
"American Grain Trade"
has Excellent Display and
is Always Easy to Find.

GRAIN
RECEIVERS

OTHER MARKETS

GRAIN
RECEIVERS

OMAHA

CAIRO

PHILADELPHIA

WE BUY

Wheat, Corn and Oats
Cavers - Sturtevant Company
Successors to CAVERS ELEVATOR CO.
Omaha, Nebraska
Consign to Cavers-Sturtevant

MAGEE GRAIN CO.

Grain Receivers and Shippers
Get in touch with our consignment
service or sell us direct.
Our Daily Card Bids on Request.
CAIRO ILLINOIS

L. F. MILLER & SONS

Receivers and Shippers of
GRAIN, FEED, HAY, ETC.
OFFICE: 2931 N. Broad St., PHILADELPHIA, PA.
CONSIGNMENTS SOLICITED. Special attention given
to the handling of CORN AND OATS.

LANCASTER

JACKSON, Mich.

E. E. DELP GRAIN CO.

GRAIN AND FEEDS

453 BOURSE PHILADELPHIA, PA
ELEVATOR, TRANSFER HOUSE AND MILLS:
BOURBON, INDIANA

DO YOU REALIZE

That country trade always pays you
best in every way?
We work a large country business.
See the point?

JONAS F. EBY & SON, LANCASTER, PA.

Salvage Grains

Send us your Salvage. What have you to offer in
damaged grain, feeds, by-products or offals, wet or
dry? Submit samples and let us bid.

THE J. E. BARTLETT CO.
Jackson, Mich.

MEMPHIS

ERNEST WHEELER

BROKER AND COMMISSION MERCHANT

Oats, Corn, Maize, Kaffir, Hay, Flour,
Meal and all kinds of Wheat Feeds and
Corn Feeds—a Specialty.

Excellent Warehouse Facilities.

MEMPHIS, TENNESSEE

MEMBER OF
Memphis Merchants Exchange,
Memphis Hay and Grain Dealers Association,
Grain Dealers National Association,
National Hay Association.

BALTIMORE

CRAWFORDSVILLE, Ind.

CHAS. ENGLAND & CO.

RECEIVERS OF

GRAIN and HAY

308-310 Chamber of Commerce
BALTIMORE, MD.

CRABBS REYNOLDS TAYLOR CO.

Crawfordsville, Ind.

GRAIN

Clover and Timothy Seeds

Get in touch with us

LEADING GRAIN RECEIVERS IN ALL MARKETS

ATLANTA, GA.

Gregg, Joseph, & Son, grain and hay brokers.*†

AUGUSTA, GA.

Willet Seed Co., N. L., seeds.

BALTIMORE, MD.

Buffington & Co., John J., seeds.*

England & Co., Chas., grain and hay receivers.*†

Hax & Co., G. A., grain and hay receivers.*†

Scarlet & Co., Wm. G., seeds.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.

Hasenwinkle Grain Co., grain commission.

Slick & Co., L. E., grain receivers and shippers.

BUFFALO, N. Y.

Buffalo Cereal Co., grain.

Burns Grain Company, grain commission.

Churchill Grain & Seed Co., grain and seeds.*

Townsend-Ward Co., grain commission.*

Urmston Grain Co., grain commission.†

CAIRO, ILL.

Magee Grain Co., grain.*

CHICAGO, ILL.

Armour Grain Co., grain buyers.*

Ashum, Slade & Basting, commission merchants.

Bailey & Co., E. W., commission merchants.*

Barrell & Co., Finley, grain, provisions, stocks.*

Bartlett, Frazier Co., receivers and shippers.

Bennett & Co., Jas. E., commission merchants.*

Clement, Curtis & Co., commission merchants.

Dickinson Co., Albert, seeds.

Dole & Co., J. H., commission merchants.*

Edwards & Co., J. A., grain and provisions.*

Finney, Sam, grain commission.

Freeman & Co., Henry H., hay, straw and grain.*†

Gerstenberg & Co., grain and seeds.*

Griffin & Company, J. P., grain commission.

Harris, Winthrop & Co., grain, stocks, bonds.*

Hitch & Carder, grain commission.

Hoit & Co., Lowell, commission grain and seeds.

Hulburt, Warren & Chandler, commission merchants.

Illinois Seed Co., seed merchants.

Lamson Bros. & Co., commission merchants.*

Logan & Bryan, grain.*

McKenna & Rodgers, commission merchants.*

Merritt Co., W. H., buyers and shippers.*

Miller & Co., Albert, hay and produce.†

Nash-Wright Grain Co., grain, provision, seeds.*

Norris Grain Co., grain merchants.*

Paynter, H. M., grain and field seeds.*

Pope & Eckhardt Co., grain and seeds.*

Rosenbaum Brothers, receivers and shippers.*†

Rumsey & Co., grain commission.*

Sawers Grain Co., grain commission.*

Schiffin & Co., Philip H., commission merchants.*

Shaffer, J. C., & Co., grain merchants.*

Somers, Jones & Co., commission merchants.*

Vehon & Co., M. L., commission merchants.

Wagner & Co., E. W., receivers and shippers.*

Ware & Leland, grain and seeds.*

CINCINNATI, OHIO.

Allen & Munson, grain, hay, flour.*

COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain and hay.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seed.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DETROIT, MICH.

Dumont, Roberts & Co., receivers and shippers.*

Swift Grain Co., receivers and shippers.*

DULUTH.

Randall, Gee & Mitchell Co., grain and hay.†

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*†

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.*†

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*

Shotwell & Co., C. A., commission grain and hay.†

Urmston Grain Co., commission.*†

Witt, Frank A., grain commission and brokerage.

JACKSON, MICH.

Bartlett Co., J. E., salvage grains, offals.

KANSAS CITY, MO.

Carlisle Commission Co., wholesale hay and grain.†

Moore-Lawless Grain Co., grain receivers.*

Moore-Seaver Grain Co., corn and oats specialties.*

Nicholson Grain Co., W. S., grain commission.*

Peirson-Lathrop Grain Co., grain commission.

Roahen Grain Co., E. E., consignments.

Rudy-Patrick Seed Co., alfalfa seed, millet and cane.

Western Grain Co., shippers grain and feed.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.*†

LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.*

LUFKIN, TEXAS.

White Grain Co., seeds.

MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.*†

MEMPHIS, TENN.

Wheeler, Ernest, brokerage & commission.*†

MILWAUKEE, WIS.

Armstrong, W. J. Co., hay merchants.†

Bartlett & Son Co., L., grain commission.*

Bell & Co., W. M., grain and seeds.

Courteen Seed Co., seeds.

Donahue-Stratton Co., buyers and shippers.*

Fagg & Taylor, corn, oats, barley.*

Mohr-Holstein Commission Co., grain commission.

MINNEAPOLIS, MINN.

Abbey Grain Co., grain commission.

Gould Grain Co., grain merchants.

McCaull-Dinsmore Co., commission merchants.*

Quinn, Shepherdson Co., grain merchants.*

Scroggins-McLean Co., receivers and shippers.

NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†

Forbell & Co., L. W., commission merchants.*†

Keusch & Schwartz Co., grain commission.*

Radwaner, I. L., seeds.

NORFOLK, VA.

Cofer & Co., Inc., J. H. grain.*

OMAHA, NEB.

Cavers-Sturtevant Co., receivers and shippers.*

Crowell Elevator Co., receivers and shippers.*

PEORIA, ILL.

Buckley, Pursley & Co., commission merchants.*

Feltman, C. H., grain commission.

Grier & Co., T. A., grain commission.*

Miles, P. B. & C. C., grain commission.*†

Mueller Grain Co., receivers and shippers.

Rumsey, Moore & Co., grain commission.*

Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*†

Miller & Sons, L. F., receivers and shippers.*†

Richardson Bros., grain, flour, mill feeds.*

PITTSBURGH, PA.

Foster Co., C. A., feed, grain, hay.

Geidel & Leubin, grain, feed, hay.

McCague, R. S., grain and hay.*†

Heck & Co., W. F., grain, hay and mill feeds.*†

Smith & Co., J. W., grain, hay, feed.*

Stewart, D. G., grain, hay.

Walton Co., Sam'l, grain, hay and mill feeds.*

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed, seeds.*†

SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers and shippers.*

Goffe & Carkener Co., receivers, grain, hay seeds.*†

Graham & Martin Grain Co., receiving exclusively.*†

Langenberg Bros. Grain Co., grain commission.

Marshall Hall-Waggoner Grain Co., receivers, shippers, exporters.*

Mack, Henry W., commission merchant.†

Mullally Commission Co., Martin, commission merchants.*†

Nanson Commission Co., receivers and shippers.*†

Picker & Beardsley Com. Co., grain, hay and seeds.*†

Prunty, Chas. E., grain and seeds.

Schisler-Corneli Seed Co., seeds.

Toberman, Mackey & Co., grain, hay and seeds.†

TOLEDO, OHIO.

De Vore, H. W., & Co., grain, seeds, feed.

King & Co., C. A., grain and seeds.*

Southworth & Co., grain and seeds.*†

Wickenhiser & Co., John, grain dealers.

Young Grain Co., grain and seeds.*†

Zahm & Co., J. F., grain and seeds.*

WICHITA, KAN.

Hacker Grain Co., receivers and shippers grain, feed.*

*Members Grain Dealers' National Association. †Members National Hay Association.

Nourishment for Your Good Name

Among the mightiest contributions to the stability of any business is the *reputation for clean dealing*. And once a business has been so fortunate as to gain that reputation, it should be defended at any cost.

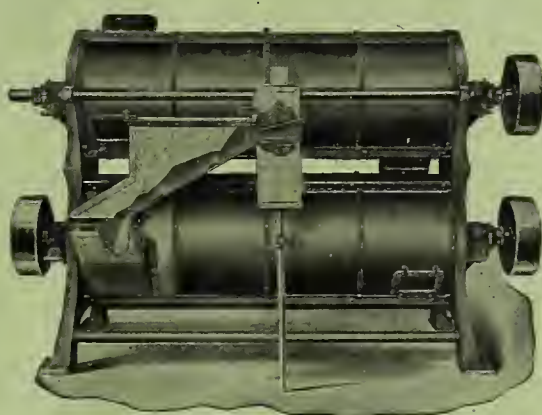
Anxiously and earnestly you have toiled to secure the confidence of those with whom you especially prefer to deal; carefully and cautiously you have planned to deserve continuous patronage; tactfully and thoughtfully you have striven to establish a name synonymous with honesty. And through persistency of effort you have won your game.

But *now*—now that you have made a creditable name for yourself, how do you propose to protect it? Yes, not only *protect* it, but *develop* it to even

greater magnitude? What sort of food are you going to feed it in order to toughen its fibers and strengthen its constitution generally?

Let the Wolf-Dawson Wheat Washer and Dryer help solve your problem.

Past experiences have taught you that



customers appreciate being furnished clean wheat; and the grain dealer who makes a special effort to always supply wheat that is free from filth lodges a powerful claim to continuous patronage.

It may be that you are already familiar with some of the splendid records which have been made by the Wolf-Dawson Wheat Washer and Drier. Possibly you are not strange to the big fact that this machine washes, tempers, cleans and dries without the aid of a single accessory.

If it is so that you are acquainted with the Wolf-Dawson's unprecedented achievements, you are convinced right now of its value to your business.

Otherwise, send for Bulletin 93.



THE WOLF COMPANY
CHAMBERSBURG, PA.



The Corn Exchange National Bank

OF CHICAGO

Capital	-	-	\$3,000,000.00
Surplus	-	-	5,000,000.00
Undivided Profits	.	.	1,500,000.00

OFFICERS

ERNEST A. HAMILL.....President
CHARLES L. HUTCHINSON, Vice-Prest.
CHAUNCEY J. BLAIR....Vice-President
D. A. MOULTON.....Vice-President
B. C. SAMMONS.....Vice-President

FRANK W. SMITH.....Secretary
J. EDWARD MAASS.....Cashier
JAMES G. WAKEFIELD..Asst. Cashier
LEWIS E. GARY.....Asst. Cashier
EDW. F. SCHOENECK....Asst. Cashier

DIRECTORS

CHARLES H. WACKER
MARTIN A. RYERSON
CHAUNCEY J. BLAIR
EDWARD B. BUTLER
CHARLES H. HULBURD
BENJAMIN CARPENTER

CLYDE M. CARR
WATSON F. BLAIR
EDWIN G. FOREMAN
CHARLES L. HUTCHINSON
EDWARD A. SHEDD
ERNEST A. HAMILL

UNITED STATES DEPOSITARY

Foreign Exchange

Cable Transfers

Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

Separate Facts From Claims

and be guided by the bare facts only; for the logical selection of a Ball Bearing Feed Grinder.

You will find, on investigation, that all of the fact backed and patent protected features which created value, originated, belong to and are found only in

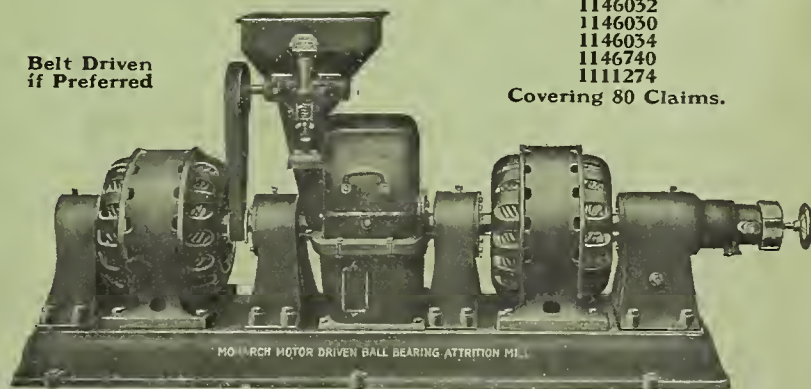
The Monarch Ball Bearing Attrition Mill

Protected by U. S. Patents

1146032
1146030
1146034
1146740
1111274

Covering 80 Claims.

Belt Driven
if Preferred



Don't Buy an Imitation

Imitations and the claims made for them are numerous but superficial, have no claim to superiority and lack the essential elements which beget confidence and guarantee success.

The one mill with the sustained reputation for uniform work, least power and lubricant consumption, lowest maintenance cost and continuous, satisfactory service, under all conditions and without tram trouble and delays, is THE MONARCH.

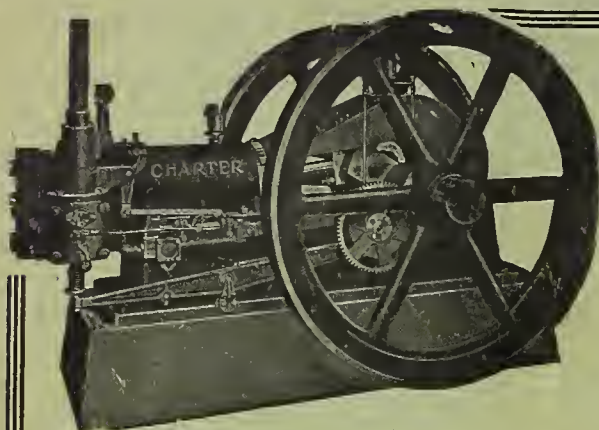
Catalog D-No. 115 Tells Why. It's free on request.

Sprout, Waldron & Company

Main Office & Works: Muncy, Pa.

P. O. Box 320

Chicago Office: No. 9 So. Clinton St.



**Charter Engines
Are Built to Give
Satisfaction.**

**DO THEY?
READ THIS:**

Charter Gas Engine Co.,
Sterling, Ills.

Nixa, Mo., Sept. 1, 1915.

Dear Sirs: THE 25 H. P. CHARTER TYPE "R" ENGINE is just doing fine, it never fails to start the first time, cold or hot weather. I would not give it for any engine I ever have seen yet and I have looked at several, and it goes right along with the load.

Yours truly,

NIXA MILLING COMPANY,
By F. F. Barnhard

WE CAN DO THE SAME FOR YOU

Operates on Distillate, Kerosene and Gasoline, fuels that are obtainable at all times.

A wide selection to choose from. 7 to 100 H. P.

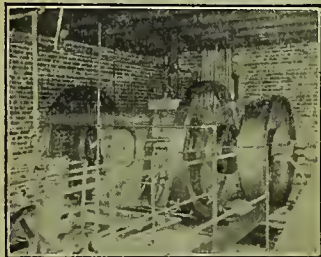
Get our prices before buying. Catalogues on request.

400 Locust
Street

CHARTER GAS ENGINE CO. STERLING, ILL., U. S. A.

Incorporated 1871

THE MONEY MAKING MUNCIE OIL ENGINE IDEAL POWER FOR ELEVATOR SERVICE



Quickly started. Easily handled, requiring only incidental attention. Smooth governing, low fuel consumption, at full and fractional loads. Uses cheapest crude or fuel oil. Satisfaction guaranteed. Simplicity very appealing. Strongly constructed and long life. Write today for abundant facts and proof of what thousands of others have been accomplishing.

Bulletin No. 22 free upon request

Sizes 10, 20, 25, 30, 35, 40, 45, 50, 55, 60, 70, 80, 85, and 100 H. P. Write today.

MUNCIE OIL ENGINE COMPANY
115 Elm St., MUNCIE, INDIANA

WELLER-MADE

Increase the Capacity of Your Bucket Elevators

You can handle from 50% to 100% more grain with these buckets than with the old style bucket

More Speed—More Profits



Use your old heads, legs, boots and belts

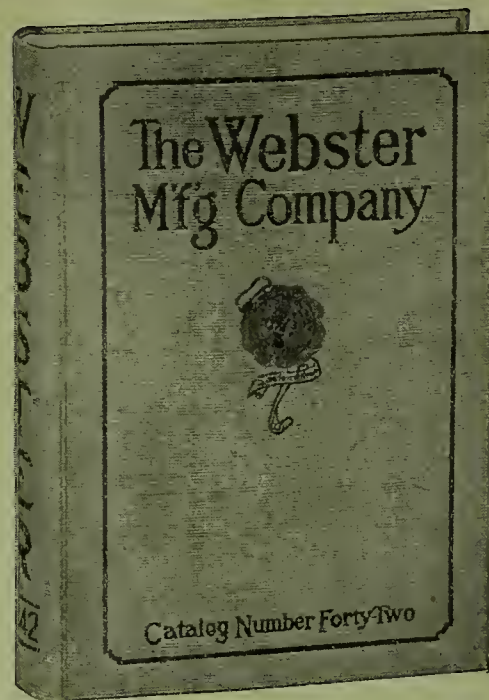
Simply take full advantage of your belt, put the buckets on as close as you can get them, then speed up your head shaft a few turns and it certainly will handle the grain.

Why not get all that's coming to you?

Write today for our new Catalogue F-31—it tells about these buckets, how much they handle, how fast to run them, what is the best size head pulley, how close to space them and exactly how much they will cost you.

WE KNOW HOW TO AND DO BUILD GOOD

Elevating, Conveying and Transmission Machinery
WELLER MFG. CO., CHICAGO



WEBSTER GENERAL CATALOG No. 42

Now Ready for Distribution

Includes the recent additions to and improvements
in our long-established and complete line of

ELEVATING, CONVEYING

AND

POWER TRANSMISSION MACHINERY

Copy Sent on Request

THE WEBSTER M'F'G COMPANY

TIFFIN, OHIO

CHICAGO

(124)

NEW YORK

Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY
STEAM and GAS ENGINES**

**Pulleys, Shafting, General Power Transmission
Machinery, Roll Grinding and Corrugating**

Largest Factory and Stock in Western Country

SEND FOR 450-PAGE CATALOG

GREAT WESTERN MFG. CO.

General Office and Factory
LEAVENWORTH, KAN.

Warehouse and Salesroom
1221-1223 Union Ave.
KANSAS CITY, MO.

ADVICE FREE



Very many grain dealers have made use of our free information bureau on their dust collecting problems to their great advantage.

**We will welcome your
inquiries**

DAY Dust Collectors and Dust
Collecting Systems are
Famous for Service

Write for latest catalog
and particulars

THE DAY COMPANY
Minneapolis, Minn.